COACH MART

Issue 615 £1

November 22 1990

The men behind Scancoaches:

selling coaching to the customer

Carlton P.S.V.

STOP PRESS **Just in. 1986 MCW CUMMINS L10 ENGINE, 4 speed, full automatic gearbox, 79 recliners, nearside front power door, toilet, orange curtains, luggage pen, seat back pockets, full soft trim, new MoT 17.9.91, resprayed all white, choice of ~~two~~ . Now only one.**

NEOPLAN

1988 Neoplan Skyliner, 77 seats, Gardner engine, ZF Automatic, radio/PA/cassette, TV/video monitor, VHS recorder, toilet, fridge, drinks. Stock No.0022.

1983/4 Neoplan Skyliner, 71-75 seats, Mercs V10 engine, 6 speed ZF gearbox, toilet, fridge, radio/PA, drinks machine. Stock Nos. 9017 to 9023.

1982 Neoplan Skyliner (with cherished plates), well preserved and maintained, very recently remoquetted (blue) and resprayed (white), 71 recliners, Mercedes V10, 6-speed ZF gearbox, toilet, fridge, drinks machine etc. This vehicle has been in regular daily use – a very clean example. Stock No.0004.

AEC

1977 PLAXTON EXPRESS, 53 seater, semi-auto gearbox, Bristol dome, white/black exterior, autumn tint moquette. MoT 3.10.91. Stock No.0006.

VOLVO

1984 VOLVO B10M Jonckheere P599, 49 recliners, toilet, coffee machine, continental door, double glazing, fridge, choice of 4.

1983 VOLVO B10M Jonckheere P599, various specifications, 48/51 seats, toilet, coffee machine etc, choice of 4.

1980 VOLVO B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automatic gearbox, power door, tinted windows, curtains, side lockers, MoT Dec 1990. Stock No.0012.

1980 VOLVO B58, 11 metre, 51 seats, Alpha power door, Telma, white livery, red moquette and MoT Nov 90. Stock No.0014.

1979 VOLVO B58, 12 metre, 57 seats (re-moquetted), Alpha power door, side lockers, livery white and MoT Feb 91. Stock No.0015.

MAN

1982 SR 280, 47 recliners, Sutrak air conditioning, 6-speed gearbox, o/s centre power door, o/s centre sunken toilet, driver's bunk, fridge, drinks machine, tinted double glazed windows, Rollo blinds, courier seat, Webasto and timer, seat back nets, headrest covers, wheel discs, driver's locker. Stock No.0008.

SCANIA

1986 Scania Berkhof Eclipse double deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white, MoT April 1991. Stock No.0021.

BEDFORD

1981 Bedford YNT, 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes, reconditioned engine, new MoT Sept 1991. Stock No.M9014.

1980 Bedford PJK, 29 seater, Duple Dom, MoT 16.9.91. Stock No.0007.

1979 Bedford YMT, 53 seater Plaxton, red/cream exterior, red moquette. Stock No.M9036.

LEYLAND

1982 Leyland Leopard, 12 metre Dominant, 51 reclining seats, double glazed, Telma, radio/PA, Bristol dome, MoT Feb 1991. Stock No.9033.

1982 Leyland Leopard, 12 metre Plaxton, 49 seats, semi-auto gearbox, toilet, coffee machine, side lockers, new MoT 16.08.91. Stock No.0010.

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT 23.08.91.

1981 Leyland, 11 metre Plaxton, 53 seats (remoquetted), X'Press, side lockers, grey/red moquette, new MoT 29.08.91. Stock No.9013.

1981 Leyland, 12 metre Plaxton, 49 recliners, cream exterior, autumn tint moquette, new MoT 29.09.91.

1977 Leyland Leopard, 11 metre Plaxton Viewmaster, 41 recliners, toilet, power door, orange curtains.

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LEYLAND 1985 TIGER 245 PLAXTON PARAMOUNT 3500 12M, 51 str., autumn tint moquette, (46 reclining + 5 fixed at rear), power operated entrance door, TELMA retarder, courier seat, curtains, continental door, provision for driver's berth, all white.

LEYLAND 1984 TIGER 245 PLAXTON PARAMOUNT 3500 12M, 50 recliners, courier, power entrance door, double glazing, brown stripe moquette, all white.

LEYLAND 1982 (AUGUST) TIGER 245 PLAXTON VIEWMASTER 12M, 49 recliners, red/orange moquette, courier seat, power entrance door, tinted side windows, curtains, o/s/r sunken toilet, continental door, water boiler, fridge, wiring for T.V./video, grey/duo green.

LEYLAND 1982 TIGER 245 PLAXTON VIEWMASTER 12M, 49 recliners, green moquette, rear sunken toilet, continental door, double glazing, Webasto heating, driver's berth, aircraft style lockers to luggage racks, water boiler, fridge, T.V./video wiring, cream/green.

LEYLAND 1981 (OCTOBER) LEOPARD PLAXTON SUPREME 11M, 53 str, recently retrimmed, grey/red moquette, power operated entrance door, cream/red.

DAF 1983 (NOVEMBER) DKFL JONCKHEERE JUBILEE P50 12M, 49 recliners, blue moquette, power door, o/s rear sunken toilet with continental door, double glazed tinted windows, Tempo 100, wired T.V./video, Telma retarder, drinks machine, magazine nets, all white.

DAF 1983 (AUGUST) SB2300 DHS JONCKHEERE JUBILEE P599 12M, 49/53 recliners, red stripe moquette, demountable centre toilet, white/maroon/orange/red.

DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, Autumn tint moquette, rear floor mounted toilet, continental entrance door, white/grey/red.

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DAF 1983 DKFL PLAXTON PARAMOUNT 3200 12M, 51 recliners, autumn tint moquette, power door, double glazing, curtains, courier seat, continental door, Webasto, Telma retarder, white/green/black.

BOVA 1984 CALYPSO Integral 12M, 53 seats,brown/orange moquette, power door, tinted windows, all white.

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BOVA 1983 EUROPA II Integral 12M, 49 str, (44 recliners + 5 fixed), red moquette, power door, courier seat, curtains, toilet, continental door, TELMA, Webasto, driver's fan, all white.

BOVA 1982 EUROPA II Integral 12M, 52 recliners, red moquette, courier seat, curtains, power entrance door, cream/orange.

VOLVO 1986 B9M PLAXTON PARAMOUNT 3200, 45 str, brown moquette, power entrance door, all white.

VOLVO 1984 (AUGUST) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet with continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired for T.V. + video, silver/blue.

VOLVO 1982 B58 DUPLE DOMINANT IV 12M, 53 recliners, brown moquette, tinted double glazed side windows, curtains, TELMA retarder, air/leaf suspension, automatic chassis lubrication system, cream + brown/grey reliefs.

VOLVO 1981 B58 PLAXTON SUPREME 12M, 49 recliners, brown moquette, toilet at nearside rear, power entrance door, tinted side windows, curtains, white.

VOLVO 1981 B58 DUPLE DOMINANT II 12M, 48 recliners, red moquette, rear n/s saloon toilet, rear servery, curtains, all white.

VOLVO 1980 B58 PLAXTON VIEWMASTER 12M, 52 str., recently re-trimmed, brown moquette, rear toilet, bristol dome, power entrance door, courier seat, wiring for T.V. + video, white/blue/red.

VOLVO 1980 B58 PLAXTON SUPREME 12M, 53 E-type seats, autumn tint moquette, power entrance door, cream/brown.

CONTENTS

COACH MART
Issue 615 £1 November 22, 1990

5 **News:** Greenslades Tours appeals to operators to help save the business; Harry Blundred in talks on future of Portsmouth CityBus; Shearings expands its tour programme.

12 **News Feature:** A report commisssioned by Shearings predicts a bright future for the coach holiday industry.

Trathens takes Devon General Express work – **page 7**

14 **Fleet Update:** Premier Travel Services gives one of its coaches a musical name; a new PSV rides in to Silver Knight; Cyril Evans gets a good deal.

16 **Letters:** The mayor of Looe invites coach operators to visit the town; people should pay more for coach travel; Nostalgia Corner looks back at the history of a big-name company.

18 **On Target:** *Marksman* reckons businesses are treated unfairly; and suggests you write to an MP.

19 **Diary:** *Mealstop* and Plaxton reward a coach enthusiast;and reveals the indentity of a man who can forsee breakdowns.

20 **Road Test:** Rod Davey puts the Iveco 315 Turbo/Carrosserie Lorraine midicoach under the microscope.

Who's buying what – **page 14**

24 ***COVER STORY** **Operation:** London-based Scancoaches puts the 'finnishing' touches to its VIP Club programme. Mike Morgan reports.

27 **Licensing & Legal:** A Pickering company loses its PSV licence after making a false statement about its transport manager; a new business gets the go-ahead; an operator drops its bid to get authorisation to run more vehicles.

30 **Tourism:** Bringing you details of the forthcoming World Travel Market show at Olympia and describing what you can expect to find there.

A midicoach is put through its paces – **page 20**

COMMENT

THE report commissioned and published by Shearings this week shows - for the first time - just how big the coach tour business is, what sort of people use it, how often and why.

As such, it is one of the few pieces of really good news for coach operators that this magazine has been able to print this year. For, armed with the information on customer trends and habits contained in the report, operators should be in a position to profit from a big and growing industry.

The basic findings of the report fly in the face of conventional industry wisdom and expose it as merely traditional prejudice. The facts are these: the majority of coach holiday takers are over 60 years old; over 30 percent are middle class, white collar house owners; the vast majority travel with friends or relatives.

Perhaps most importantly, there is a lot of repeat business and those regular customers take a lot of holidays. The 63 percent of Shearings' customers who have used the company before take an average of 4.2 holidays a year. This trend towards multiple holidays is itself linked to another important swing - the holidays people are taking are getting shorter.

Shearings, who spent £20,000 commissioning the research, has already acted on it. The company's just published 1991 brochures contain well over 100 new destinations, with a greater emphasis on quality hotels. Some 14 day holidays have been shortened and there are more shorter trips.

Other good ideas supported by the research are more of the increasingly popular theme tours - whisky trails etc - and specialist brochures for the over 55s.

It is for very good reasons that Shearings calls the coach holiday market The Cinderella Sector. As undisputably the biggest operator in Britain, and probably Europe, Shearings has already taken steps to make sure it goes to the ball. As operators in the same business, you should look long and hard at your own operations to see if they too can be tailored more closely to your customers' requirements. Otherwise you could be left behind.

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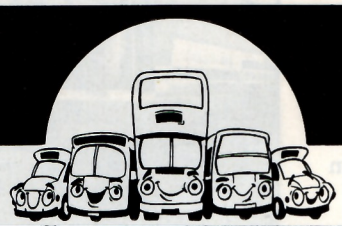

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JUST A FEW EXAMPLES

OCT '86 OPTARE CITYPACER VOLKSWAGEN, LT55 engine, 5 speed, manual gearbox, 25 d/p seals, MoT 27.7.91. Price **£12,500**

1985 LEYLAND TIGER 245 DUPLE CARIBBEAN II, 48 recliners plus courier, toilet, double glazed windows, curtains, seat back tables, power door, drinks fridge, twin fuel tanks, Eberspacher and driver bunk, MoT 21.3.91. Stock No. M011 .....**£31,500**

1985 SCANIA K112 JONCKHEERE P50, 49 recliners, o/s sunken toilet, o/s centre continental door, driver's bunk, tinted windows, rollo blinds, MoT 19. ..... ~~£46,500~~ **£38,000**

1984 SCANIA K112 JONCKHEERE P50, 49/51/53 recliners, o/s sunken toilet, o/s centre continental door, driver's bunk, tinted windows, rollo blinds, MoT 1991. Stock Nos. M104, M105 & M106 ..... ~~£41,500~~ **£35,000**

1977 FORD R1114 PLAXTON, 53 seats (Ford reconditioned engine) power door, MoT 11.05.91. Stock No. M010 .....**£3,500**

1975 BRISTOL VRT, (Gardner 180 engine), 74 seats ECW (low bridge) MoT's Feb & May 1991. Choice of two. Stock Nos. M012, M013 ..... ~~£3,450~~ **£2,950**

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■COMPANY CLOSURE

Greenslades Tours seeks rescue deal

GREENSLADES Tours, of Exeter, is pleading with operators to help rescue its business having laid off 19 staff and lost its leased base and vehicles.

Nigel Robertson acquired Paul Nightingale's Grey Cars subsidiary in Torquay last year, and followed it with the acquisition of Greenslades, established in 1912. But the deals did not include either the premises or vehicles, which Mr Nightingale leased to him.

He lost the Greenslades premises and 25 leased vehicles after cash flow difficulties, but says the volume of confirmed business could make it profitable for another company.

Greenslades: cut jobs and lost base and vehicles.

'Surely someone, somewhere could set up an eight-coach unit with three of four of our management team for the winter,' said Mr Robertson, who estimates he has £75,000 in booked business and the potential for £500,000 turnover this summer.

'We have the work, we have access to enough drivers, and we have the knowledge and enthusiasm to make such a unit work,' he added. He said Greenslades had suffered from under-capitalisation initially: 'We need a substantial operator behind us to provide vehicles, with financial and engineering resources.'

Mr Robertson still leases offices in Exeter and Torquay from Mr Nightingale, but the original industrial unit base has been converted into a new coach retail outlet, Exeter PSV Centre, on the Exeter site.

'I simply gave Mr Robertson a date on which outstanding leases had to be paid,' said Mr Nightingale. 'When the date was passed, I took the vehicles and premises back.'

Greenslades' coaches are now on sale at the new retail outlet, together with other repossessed leased vehicles. A stock of 40 PSVs at Exeter has been built up, and Mr Nightingale says he is expecting to buy more and take advantage of the depressed pricing in the market: 'I won't be buying them as much as stealing them,' he joked.

● Nigel Robertson's Grey Cars is to continue trading, said a source close to the company. Mr Robertson is believed to be negotiating a deal with another operator, but details were not available when *Coachmart* went to press this week.

■MANUFACTURING

Mercedes looks to the East

MERCEDES is likely to transfer its 0303 coach production to Soviet Union manufacturer Avtrokon in an equity swap deal.

Negotiations between Mercedes-Benz chairman Professor Werner Niefer, if successful, will see the Russians producing 0303 clones to make way for Mercedes' new 0404 production line at Mannheim.

Because of the Soviet shortage of hard currency, payment will be made in compensation deals via a Daimler-Benz trading subsidiary. If the transfer goes through, 2,500 0303s a year will be built near Moscow using Mercedes-Benz power units and other components.

■BUYOUT

Lincoln City workers launch buyout bid

LINCOLN City Transport employees are staging a bid to buy out the council and form a new ESOP company.

The move follows the dismissal of LCT's managing director Peter Townley and the firm's poor results at the end of the financial year, when it recorded a substantial loss.

Now, the 100 workers including trade union representatives and management are putting together a buyout with the blessing of the councillors, and using a £20,000 interest-free council loan to formulate a business plan.

'Consultants have been engaged by the employees and at the end of their studies, a decision will be made,' said acting general manager Roger Mason. He said employees were favouring an equal shareholding.

LCT owns 60 vehicles, including nine coaches and one leased Expressliner used on NE work.

● LCT has handed in contracts for National Express routes 470 and 310, which have been picked up by Lincolnshire Roadcar and Viscount, of Peterborough. As a result, four Y-reg Lasers in the LCT fleet are for sale.

■BRIEFS

● APPLEBYS, of Louth, has doubled its order of Berkhof Scanias to four following a deal with UK Berkhof agent AVE Berkhof, in Hampshire.

The first two 1991 season vehicles ordered were K93 chassis and Excellence 1000 bodywork (*Coachmart* 613, November 8), but the latest pair will be Scania K113s with Excellence 2000HL high-floor bodies.

Applebys bought five Berkhofs for its 1990 season, and is standardising on Scania chassis: 'I understand from Stuart Appleby that the Excellence gets good customer reaction,' said AVE Berkhof sales director David Waterman.

● FINANCE of vehicle purchase is explained in plain English in Plaxton subsidiary Roadlease's booklet, titled Finance - a New Perspective. The colour leaflet offers useful advice to operators confused by the differing types of finance package.

● PLEASUREWOOD Hills, Sea Life Centres at Hunstanton and Great Yarmouth and the Bure Valley Railway are set to be bought by management from holding company RKF. The deal with Norfolk entrepreneur Joe Larter and his board follows RKF's delay in building a second Pleasurewood Hills at Cleethorpes due to high borrowings and interest rates.

● LONDON Transport's Docklands Express route D1 is being stepped up to provide two-way services all day. An additional stop at Limehouse Station will be added.

● SCANIA has opened a new plant in central Sweden to step up production of truck and bus rear axle gears by 50 percent by the mid-1990s.

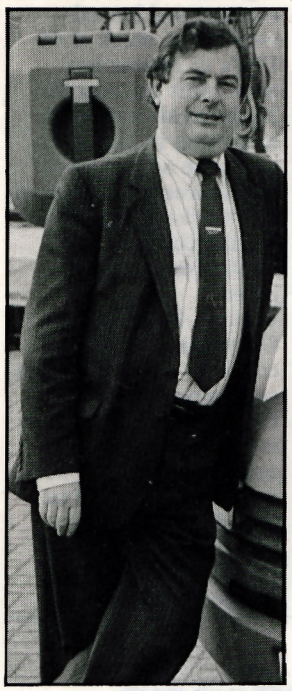
■TAKEOVER

Blundred lines-up Portsmouth deal

TRANSIT Holdings chairman Harry Blundred is negotiating with Stagecoach to buy Portsmouth CityBus following his closure of Docklands Transit.

Stagecoach boss Brian Souter has decided to sell PCB before the Department of Trade and Industry enforces its divestment order made after the Monopolies and Mergers Commission found that Stagecoach's share of bus mileage in Portsmouth was against the public interest.

Mr Blundred and Mr Souter met briefly last Friday at Gatwick airport - before Mr Souter left for Toronto.



Harry Blundred: denied any link between closure of Docklands Transit and Portsmouth CityBus talks.

'I can only confirm discussions are taking place,' said Mr Blundred, who last week claimed Government departments should have intervened in his Docklands dealings with London Transport.

He strenuously denied there was any connection between the Docklands closure and the proposed Portsmouth purchase: 'It is just a coincidence both happened at the same time. We were closing Docklands Transit in any case, but it is possible that looking seriously into other acquisitions made us take a longer and harder look at the resources we had tied up in East London.'

Mr Blundred spoke of 'at least two tons of solicitors' paper' that had to be looked at before any deal went through, and said any deal would have to be approved by the Office of Fair Trading, which had originally referred the PCB purchase by Stagecoach subsidiary Southdown to the MMC.

Problems exist with the sale because PCB no longer has its own base and shares facilities with parent company Southdown. Any acquisition by Transit Holdings will have to make provision for an operating centre.

On last Saturday's closure of Docklands Transit, Harry Blundred was disdainful of the OFT: 'Apart from London Buses' domination of the Travel Card the worst thing was the OFT's paradoxical refusal to acknowledge LBL's monopoly in London.'

But although the closure has resulted in 93 job losses, Mr Blundred said: 'Nearly all our drivers, who have been a loyal gang of lads, have found other jobs. Kentish Bus has been recruiting at our Silvertown base.'

He said most vehicles were still at Silvertown and added: 'Our seven-vehicle contract with Reuters is still in operation and we are looking at the possibility of the drivers buying this out.'

And he said Docklands Transit may not be gone: 'It was no empty promise. We'll be back with over 70 buses when the needs of Londoners are put before the megalomaniac tendencies of the planners and the dog-in-the-manger attitude of LT,' said Mr Blundred.

■FUEL

Rising fuel costs cause cut-backs

STEVENSONS, of Uttoxeter, is to axe services and other operators are increasing fares as the Gulf crisis continues to swell their fuel bills.

Managing director at Stevensons, Julian Peddle, says derv costs have risen 80 percent since the start of the crisis and this has forced his company to cut services in Staffordshire to save £5,000.

Staffordshire County Council is to decide whether the routes - due to be deregistered on December 10 - are worth subsidising. It is surveying passengers on the buses to determine need.

At Sovereign Bus and Coach in Hertfordshire, profits have dropped an average of £18,000 each month since August, and the cost is being passed on with increased fares, said the company. Most Stevenage fares will rise 5p.

And at Kentish Bus, general manager Brian Hirst says fare increases of around 3p will be maintained through winter unless things improve: 'We will be delighted to remove the surcharge but, with a cold winter ahead, this looks pretty remote,' he said.

The 210-vehicle Kentish Bus fleet uses four million gallons of derv a year, and the fuel bill was set to rise £250,000.

■TAKEOVER

Western Travel to buy National Welsh bases

National Welsh: spent months trying to sell assets.

WESTERN Travel is set to buy the eastern part of National Welsh in a deal involving 200 vehicles.

Negotiations between the two companies began in summer, when WT made an approach to National Welsh for the Gwent and Gloucester operations of the company, but was turned down.

After months during which National Welsh attempted to sell the whole of its assets, it has been back in discussion with WT for a fortnight offering operating bases at Chepstow, Cwmbran, Brymawr, and Cross Keys plus four outstations, confirmed WT managing director Norrie Thomas.

'Discussions are at an advanced stage,' said Mr Thomas. 'They relate to the whole of the assets and goodwill of the four operating bases. I expect negotiations to be ended around mid-December.'

Mr Thomas said there was a possibility that the operations under negotiation would rekindle the Red and White name, fitting in with WT's Black and White fleet.

■DIESELWATCH

Pump prices look set to fall

ALTHOUGH the pump price for diesel remains the same as last week at £2.04/gallon, underlying market prices mean it looks set to fall soon.

The international price of refined diesel has fallen from $319/tonne, quoted for December delivery, down to $288.5/tonne for January delivery. This price seems to be driven by the price of Brent crude which has dropped from $32.1/barrel to $29.45/barrel.

Analysts say prices will continue to fall into the New Year because a Gulf conflict appears less likely.

● Refined prices quoted are for carriage, insurance and freight.Figures correct on November 19, 1990.

■TOURS

Shearings launches more than 130 new holiday tours

SHEARINGS, the biggest coach operator in Britain, has added a staggering 100 new UK tours and 31 new continental tours to its range in its just published new brochures.

Tours to Czechoslovakia have been introduced for the first time and there is also a new fly-coach option to Portugal. The UK tours expansion includes a heavy emphasis on increasing the number of hotels offered with private facilities.

Publication of the new brochures - four regionalised UK and two continental - coincides with the launch by Shearings of a major new report Coach Holidays - The Cinderella Sector.'

The £20,000 report shows that the industry is worth £500 million a year and that coach holiday clients are becoming more discerning and looking for a quality product.

Shearings sales and marketing director Robert Mackenzie said the move upmarket was the way forward for the coach holiday business.

'We have introduced an 'extra special' symbol to highlight those hotels with extra quality and comfort and this, combined with a review of all the hotels featured, ensures a continued up-grading of the accommodation on offer,' said Mr Mackenzie.

'For the first time in our Southern brochure we are also introducing a comprehensive range of summer weekend breaks as a further demonstration of our belief in the strength of the second holiday among our customer base.'

Shearings' research, the first major work undertaken on the coach tours holiday market, has also influenced its 1991 continental programme. 'We have shortened some of our 14 day options by two or three days as many of our clients do not want extended tours,' said Mr Mackenzie.

More destinations have also been added to Shearings' 10 and 12 day holiday programme. Czechoslovakia has been added and the company is making noises about moving further into Eastern Europe, when those countries and their infra-structures develop.

● **Research analysis page 12 .**

Shearings: next year's programme includes its first tours to Czechoslovakia

■LIQUIDATION

Red Fern faces liquidation

LIQUIDATION of Red Fern of Farnsfield is 'on the cards' according to its owner Brian Bell.

The Nottinghamshire operator admitted he'd had a cash flow problem and estimated losses of around £50,000: 'I'm very bitter about the industry,' he told *Coachmart*.

Mr Bell said his rates have been dictated by competing 'cowboys': 'I remember getting £150 for trips to Blackpool in the '60s, when brand-new vehicles costed £4,000 or £5,000. Some operators are still charging the same. There are so many idiots in coaching now.'

● Redfern Coaches of Mansfield and the Redfern Travel Group is entirely unconnected with Red Fern of Farnsfield.

■EXPRESS SERVICES

Trathens picks-up new NatEx services

TRATHENS of Plymouth has taken on Devon General's share of the National Express Exeter-London service and bought six Neoplan 'deckers.

Devon General says it passed its share of service 501 to Trathens so it could concentrate solely on its burgeoning minibus business. And Trathens says the work will fit in with its expansion plans.

'No money changed hands,' said Mike Trathen. 'But we did buy Devon General's five Metroliners as a goodwill gesture.' The vehicles have since been sold.

Additional vehicle requirement was five double-decks, which Trathens has satisfied with four new and two used Neoplan Skyliners. Additional O-licences refused by the traffic commissioner were not, in any case, required operationally said Mike Trathen.

'We wanted all of our vehicles licensed but we can run happily with our existing O-licence until renewal next month,' he explained.

Trathens will be taking on extra drivers and hostesses to run the National Express route, which is extremely popular with Londoners using its three-hour trip to reach holiday destinations in the South West.

■BRIEFS

● **FOLLOWING its successful campaign for changes to the red route loading and unloading rules, the Freight Transport Association is to support the pilot scheme experiment due to start in London on January 7. However, in a letter to Minister of State for Roads and Traffic Christoper Chope, FTA warns that further modifications may be needed if businesses are not to be unduly affected.**

● SOLENT Blue Line is claiming to have one of the best timetables in the country following a survey by timetable directory publisher Barry Doe of Travadvice, Bournemouth. SBL got high scores for clarity of presentation and relevant information about connecting rail, coach and ferry services.

● **C & G COACH Services has appointed former Club Cantabrica service manager Colin Brown as its operations manager. He will be running C & G's fleet of 20 vehicles on private hire, own tours and local contracts.**

● LEICESTERSHIRE operator GK Kinch has bought its first minibuses - three Reeve Burgess Beavers on Mercedes 709D. They are to be used on Kinch's Leicester Outer Circle services.

● **BRIGHTON and Hove Bus and Coach has published a customer report to keep its passengers up to date with developments within the Sussex company. Fares, services and punctuality are among the topics discussed in the report.**

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■COACH

Coach companies hit as fire cuts 'phone lines

COACH businesses in Scarborough are recovering from a telephone crisis after a severe blaze at the town's Northway telephone exchange cut communications with the outside world.

Fire destroyed all telephone lines and emergency services set up 34 contact points in Scarborough until British Telecom restored 999 links to call boxes.

Business lines were eventually reconnected after 70 BT engineers worked for more than five days to restore a partial service. Private lines are threatened with up to two weeks disruption.

Dodsworth's of Borrowbridge managing director John Dodsworth couldn't maintain contact with its eight coach Scarborough subsidiary.

Although local businesses dependent on telecommunications claim thousands of pounds of lost business, Mr Dodsworth said excursion business had not been affected because most customers usually go into the Valley Bridge office to book in person. Amazingly bookings were actually up last weekend.

The bus station and travel office of EYMS subsidiary Scarborough & District was severely affected. Advance telephone bookings for National Express daily services to London and Swansea came to a halt and the staff bus used to convey messages to depot manager Keith Broadbent at Dunslow Road.

Eddie Jones, manager of EYMS coaching subsidiary Primrose Valley was forced to relay messages through the group's Hull headquarters, but does not expect any lost business.

■BOOK

Looking back at London Transport

A FASCINATING new book has been published tracing the colourful history of London Transport.

With 144 pages containing more than 200 photogrpahs selected from the London Transport Museum's archives, Moving Millions traces the story of London Transport and its predecessors from the introduction of the horse bus in 1829 to the present day.

Author Theo Barker also takes the story up to date by discussing the serious problems facing the provision of London's bus and tube services today. Two of the most powerful weapons in the fight against crippling congestion are, he suggests, road pricing and subsequently a better bus network.

Moving Millions A Pictorial History of London Transport, is available from the London Transport Museum shop, FREEPOST, Covent Garden, London WC2E 7BR. Price £9.95 paperback and £14.95 hardback.

■EXPANSION

Thornton Dale in East Coast expansion

Thornton Dale: Plaxton Supreme /Leyland Leopard to go on service.

GROWING Thornton Dale Coaches, of Pickering, may interwork commercial services with subsidised contracts won on the East Yorkshire coast, said proprietor Eric Parkin, chairman of the Bus and Coach Council's North Yorkshire and Humberside Region.

'It's my intention to expand Thornton Dale Coaches operations in the Scarborough area,' he added. Thornton Dale has bought 74-seat double-deck Gardner-engined Bristol VRT and a Plaxton Supreme VI/Leyland Leopard, increasing a four-strong fleet to six vehicles, as part of its expansion plans. Such expansion is likely to be in competition with East Yorkshire Motor Services subsidiary Scarborough & District.

From January, the company starts another contract service, previously operated by Scarborough & District, from Scarborough via Filey to Hunmanby. The service will operate from Monday to Saturday

■TRAFFIC CONGESTION

Warnings of traffic snarl-up

SHOWJUMPING at Olympia on December 13 to 18 will cause congestion at the venue if Metropolitan Police advice for setting down and picking up is not followed, the coach advisory unit warns.

Setting down is in Russell Road, west side, facing north. Coach approach from Hammersmith Road or Kensington High Street. Pick-up is in Blythe Road, with the approach from Hammersmith Road or Kensington High Street.

Coach drivers are asked not to return for pick-up earlier than 10 minutes before the end of an event. There is no parking in Olympia, but Wood Lane coach park is available.

■BRIEFS

● PASSENGER Transport For All is the theme of the Association of Transport Co-ordinating Officers' winter meeting in Westminster on November 29. The day-long seminar and annual meeting begins with an opening address from Public Transport Minister Roger Freeman, with other speakers through the day. *Details are from Ed Bassford. Tel: 0273 482326, Fax: 0273 479536.*

● FORMER Coach Europe operations director David Fenton is offering 25 years of travel industry experience to operators on a consultancy basis. Almost every area of coach operation can be tackled, he says, expecially troubleshooting and training.
David Fenton can be reached at 7 Wallace Road, London N1 2PG. Tel: 071 226 3837.

● LONDON United has bought a dozen Dart-chassis Harrier midibuses to be used on its service 98 Hounslow-Hayes End, with a greater frequency but shortened route. The new buses are DiPTAC equipped.

● THE Bus and Coach Council's director of public affairs, Barry Hoye, has left the BCC to pursue other interests, a source close to the BCC said last week. Mr Hoye had a period of sickness before resigning his post.

■DEREGULATION

Irish operators back Cullen in new deregulation push

DEREGULATION but not privatisation is the prediction for Ireland's bus and coach industry as operators await details of the new public transport bill likely to be heard in the New Year.

The Federation of Transport Operators - Ireland's answer to BCC- is relying on a leader who is not a bus or coach operator but a politician to make its case heard in Government.

At the moment, FOTO's priority is to push the republic towards deregulation and away from the monopolisation of services enjoyed by CIE. Chief executive Martin Cullen is well-qualified to lead the operators' political charge, having spent two years in the Irish parliament, and being on the Irish Senate.

FOTO has already published a substantial report on how it sees the deregulated environment working, reflecting on what has happened in Britain, and is still happening in Scotland. The report was highly critical of the way in which Irish PSV services are currently run.

Martin Cullen: leading FOTO's political campaign.

The contents of the deregulation bill are still unknown but neither politicians nor FOTO see it taking Eire down the same privatisation path as the UK: 'We still see a legitimate role for the state in running services,' said Mr Cullen.

'What we want is legitimisation of private operations - mostly small services in the operators' own areas. This will involve an alteration of policies and structure within the industry, and an independent body to oversee the process. CIE is currently both gamekeeper and poacher.'

The regulated environment of Ireland is already becoming farcical. Because it is illegal to take cash on coaches for express services, operators have set up 'travel clubs' in which passengers pay in advance for what amounts to express travel.

The result of independents creating new business for coaching and bussing has been a massive 1.5 million passengers carried in 1989.

'The consequences of legitimisation of the services will be an improvement in the quality of them,' says Mr Cullen. 'Not only would operators be able to plan their businesses better, but the income would mean they have the wherewithall to do it.'

The express market - mostly routes into Dublin - still has potential says Mr Cullen, particularly since the general trend away from CIE-run services indicate the public is far from satisfied.

What is not so easy for Irish operators to exploit is the tourism trade. New coaches can cost double the UK price, and fuel carries a heavy penalty of duty.

He would like to see a flat pitch for all operators to play on. That includes reducing the Irish import duty for PSVs so that at least the running costs are similar.

■SURVEY

UK bus companies flounder after deregulation

MODEST fare increases, falling passenger levels and the slump in property prices have forced bus company profits down, according to a report from Price Waterhouse Privatisation Services.

After undergoing substantial change, many bus companies have turned themselves into successful businesses. But, as the industry is marked by great variation in performance, average profitability remains low.

The report says that returns in the bus industry in 1986, 1987 and 1988 were lower than returns achievable on risk free investments. For example Government securities would have returned 10 percent, 9 percent and 10 percent in 1986, 1987 and 1988 respectively. This compares with a return of 2.4 percent on capital employed by bus companies in 1986/87 and a mere 0.2 percent in 1987/88.

Publicly owned companies have been consistently more profitable than traditional independents or ex-NBC companies. Average profit margins for publicly owned companies in 1986, 1987 and 1988 were 5 percent, 4 percent and 4 percent respectively. Traditional independents' margins in the same years were 4 percent, 4 percent and 1 percent and for ex-NBC companies they were 1 percent, -3 percent and 6 percent.

Few managers expressed hopes for increased profitability in 1989.

Competition, or the threat of it, has worked for the consumer in suppressing fare increases. But patronage has on the whole continued to fall. This, added to the costs of reorganisation and the effects of unsuccessful diversification (mainly property and travel agencies) has depressed profits.

In the short term, the report concludes, the squeeze on profit margins will lead to operators postponing the replacement of vehicles and withdrawing from unprofitable routes. The report also predicts that mergers and acquisitions will continue to be a feature of the industry. *Copies of The Financial Viability of Bus Operators Since Deregulation are available from the TRRL,Old Wokingham Road, Crowthorne, Berkshire RG11 6AU . Tel: 0344 773131.*

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Bright future ahead for coach holiday business

THAT the coach holiday business is worth a massive £500 million a year is just one of many myth exploding facts in a fascinating market research report commissioned by Shearings.

The report, Coach Holidays: The Cinderalla Sector, which cost Britain's largest coach operator £20,000, is the first of its kind. And it turns some traditionally held beliefs about the industry on their head.

Shearings commissioned the research to find out more about the business it dominates and to increase the level of awareness of it within hoteliers and travel agents.

Travel agents in particular are vital to Shearings' future growth. Shearings now accounts for 20 percent of the whole coach holiday business - nearest rival is Wallace Arnold with 10 percent. Travel agents handle 99 percent of the bookings for that business. And if, as the research clearly signals, the way forward for its business is to take it upmarket, the quality of hotels and hoteliers will become increasingly critical.

The sheer size of the market is the first surprise in Shearings' report - £500 million revenue and 2.5 million passengers a year is big business by any standards. Perhaps more surprisingly, it looks set to get even bigger. Prospects for growth in the next ten years are good.

'We consider that coach tour operators are well placed to take advantage of both national and international market developments,' says the report.

Nationally this means a substantial increase in the proportion of the population aged 60 years and over. These are by far the biggest customer group for coach holidays: Shearings' research shows that 63 percent of coach holiday takers are currently 60+.

Internationally, the number and spend of foreign visitors is also expected to increase.

10 Things you didn't know about the coach holiday business

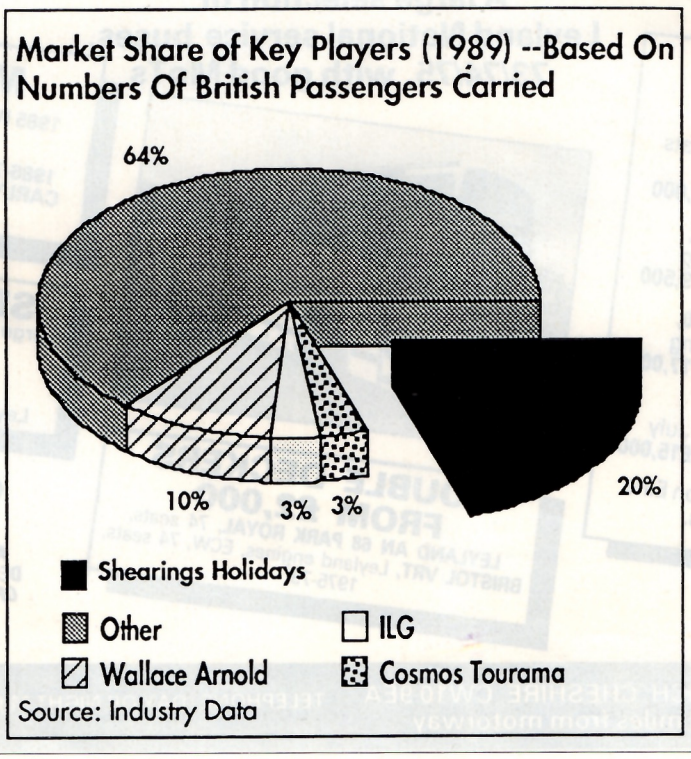
1. Total sales £500 million.
2. 2.5 million passengers carried in 1989.
3. 7 percent of total domestic holidays were coach tours in 1989.
4. Organised coach tours ranked second to the car as the main mode of transport for all domestic holidays in 1989.
5. Coach tour operators are involved in some way in an estimated 60 percent of the inclusive domestic holiday market.
6. 8 percent of all inclusive holidays abroad were coach holidays.
7. 19 percent of one to five night holidays were coach holidays.
8. 31 percent of coach passengers are ABC1.
9. Only 7 percent of coach passengers travel alone.
10. Repeat customers take an average of 4.2 holidays a year.

Government figures for the first three months of this year show numbers up 4 percent and spend up 10 percent. There is also a trend for foreign visitors to stay for shorter periods, which could be beneficial to operators who offer short tours to enhance their stay.

The biggest myth exploded by Shearings' research is that coach holidayers typically are from the lower social and economic classes. According to the report, 31 percent of coach holiday takers are in fact ABC1 and a further 21 percent are C2 class. To put that into perspective, a typical C1 person is Mr or Mrs Average - normally white collar, probably retired, with 2.2 kids and their own home and car.

Despite popular belief, most coach holiday takers do not travel alone looking for company: 54 percent travel with wife or husband; 39 percent with a friend or group of friends. To complete the picture of today's coach holiday takers, 59 percent are female.

One of the most encouraging findings of the report for coach operators is the amount of repeat business within the coach holiday sector. 63 percent of Shearings' passengers have been with the company before.



THE Shearings' report is encouragingly optimistic about the opportunities for growth for coach operators. It sees the way forward as:

- **Growing older population.** The over 65 years population, which currently accounts for 44 percent of coach holiday takers, is set to grow three times as fast as the under 65 population in the years 1990-95;
- **Increased marketing opportunities.** For example, specialist brochures for over 55s and theme tours - i.e. whisky trails and battlefield tours. Fly/coach holidays are also a potential growth area - Shearings has included one to Portugal in next year's brochures;
- **New destinations opening up.** Eastern Europe is one obvious opportunity for the future. But the future is likely to be medium or long term. Although Hungary is already very accessible, the tourism infrastructure in other countries is limited or even non-existent. Shearings also sees growth in long-haul destinations and earlier this year launched tours to Australia, New Zealand and South Africa;
- **The Channel Tunnel.** Coach travel on ferries is growing and the Chunnel could give a further boost to coach holidays to continental Europe. However, this growth could be off-set by possible airline deregulation over Europe, which could increase choice and cut air fares;
- **Increasingly popular short breaks.** Since 1965 the number of multiple holidays (two or more) has increased from 7 percent a year to 22 percent. Shearings has shortened some of its 14 day options by two or three days and extended the variety of 10 and 12 day holidays.
- **Move upmarket.** Coach holidays should offer more than a roadworthy and comfortable coach. Quality of hotels and variety of destinations are becoming increasingly important.

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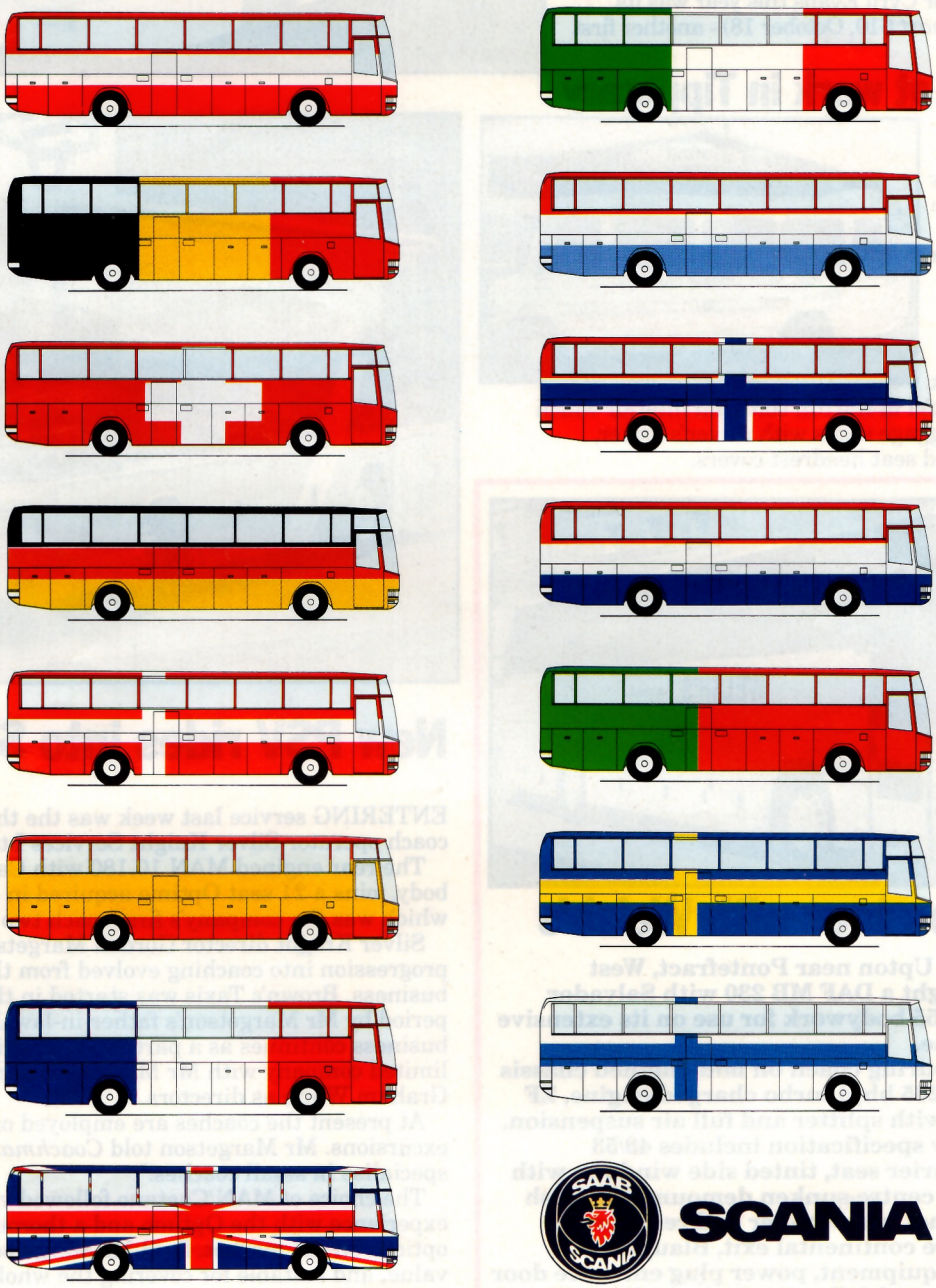

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Another first for Cyril Evans

SEEKING a replacement for an early Leyland Tiger, Cyril Evans Ltd, of Senghenydd, South Wales, took advantage of a deal offered by Yeates Bus & Coach for its last Duple 340 bodied coach.

The new coach introduced Volvo chassis to the fleet of 27 vehicles. Transport manager Graham Evans told *Coachmart*: 'We wanted a heavyweight chassis for extended tour and travel agent type work. Although the Tiger has served us well, we are looking to the future with Volvo.'

Supplied as a 55 seater, the coach has since been modified by M & H, of Leeds, and includes centre sunken toilet with top mounted water boiler replacing two of the reclining seats. Mr Evans said: 'This gives us more options.'

Another new coach for Cyril Evans this year was its MAN/Caetano (*Coachmart* 610, October 18) - another first for the company.

Midicoach is at work in Tipperary

SEAN Condon, of Co Tipperary, Ireland has recently taken delivery from Made to Measure Minicoaches Ltd of a 26 seat PSV midicoach on Mercedes Benz 609D.

The vehicle will be used on private hire. Kustombuilt high back moquette seats are fitted in the full soft trim interior which features full length luggage racks with driver's locker, decorative curtains and seat headrest covers.

DAF goes on tour with Welsh's

WELSH'S Tours, of Upton near Pontefract, West Yorkshire, has bought a DAF MB 230 with Salvador Caetano Algarve 3.55 bodywork for use on its extensive UK tour programme.

This high floor touring coach on mid-engined chassis features 11.6 litre (265 bhp) turbo charged engine, ZF six speed gearbox with splitter and full air suspension.

The Algarve body specification includes 49/53 reclining seats, courier seat, tinted side windows with full draw curtains, centre-sunken demountable fresh water flush toilet, hot water boiler and refrigerator combination, centre continental exit, Blaupunkt radio/PA/cassette equipment, power plug entrance door with peage window and full soft trim including centre gangway carpet.

New PSV rides into Silver Knight

ENTERING service last week was the third PSV for small coach operator Silver Knight Services Ltd, of Wickford, Essex.

The rear engined MAN 10.180 with Caetano Algarve 35 seat body, joins a 21 seat Optimo acquired in 1989 and a 12 seater, which was the company's first coach two years earlier.

Silver Knight director Gordon Margetson explained that the progression into coaching evolved from the taxi side of the business. Brown's Taxis was started in the early post-war period by Mr Margetson's father-in-law John Brown. This business continues as a partnership, while Silver Knight is a limited company with Mr Margetson and his brother-in-law Graham White as directors.

At present the coaches are employed on own UK tours and excursions. Mr Margetson told *Coachmart:* 'We want to specialise in small coaches.'

The choice of MAN/Caetano followed very satisfactory experience with the Optimo and a thorough look at other options on the market. Said Mr Margetson: 'This was the best value, and suitable for covering the whole scope of work.'

Special optional equipment includes front mounted refrigerator and a hot water boiler.

'ou've been buying...You've been buying...You've been buying...You've been buying...You've

Bandsman will drum-up business

CAMBUS Holdings Group coach and holiday division Premier Travel Services Ltd has decided to name one of two new additions to its fleet 'Bandsman' - in recognition of its sponsorship of Premier Brass, the re-named Stamford Town Band.

The 'Bandsman' and sister vehicle 'Guardsman' join the Premier fleet of over 50 vehicles. The two new luxury continental touring coaches will be used for coach holidays, excursions and tours in the UK and Europe as well as being available for private charter.

Supplied by Yeates Bus & Coach Ltd, both vehicles have Volvo chassis fitted with Plaxton 3500 bodywork incorporating reclining seats, full draw curtains, tinted glass, soft interior trim, and continental exit.

Premier emphasises the safety features. In addition to mandatory fitments, the Bandsman and Guardsman are built to German Tempo 100 requirements to ensure safe operation throughout the EEC.

Said Paul Cooper, managing director of Premier Travel Services Ltd: 'These flagship vehicles will offer our private charter and holiday customers the ultimate in luxury coach travel and, in the case of the Bandsman, will serve to underline our links with Premier Bass.

'Our sponsorship of this 28 piece Stamford based brass band has provided tremendous publicity for Premier Travel Services and we were only too pleased to name one of our new coaches in its honour.'

Jim Stones gets a Portsdown Dart

WADHAM Stringer (Coachbuilders) has supplied one of the first nine metre production variants of its new Portsdown Dart urban bus complete with personalised registration 'H 1 JYM' to Jim Stones of Glazebury on the border of Cheshire and Greater Manchester.

Mounted on Dennis Dart chassis, the vehicle accommodates 35 seats, a large luggage pen and room for 15 standees. Mr Stones told *Coachmart:* 'It's what I've been looking for.

'I was very impressed with the Duple bodied demonstrator - unlike the Swift it had low floor and everything was accessible,' said Mr Stones. However he preferred the Wadham Stringer body because of his dislike for bonded screens and panels.

The Portsdown design offers low floor configuration, excellent door access, driver vision, and large prominent destination display.

Interesting vehicles in the Jim Stones fleet include two purchased direct from Leyland. He runs the prototype Leyland National II - now 11 years old, and the 1984 Tiger Cub/DAB demonstrator acquired in September 1986. 'This has been a real treat,' said Mr Stones.

Until recently a back-up bus, but now for sale, is an unusual 1968 Leyland Atlantean with single deck Marshall 39 seat bodywork. Two Mercedes Benz 709Ds complete the six vehicle contingent.

White Lady takes delivery

WHITE Lady Coaches, of Hoddlesden near Blackburn, Lancashire, has a new Reeve Burgess 33 seat Beaver coach based on Mercedes 814.

The vehicle, built to full luxury, will be used on local service and private hire. Specification includes soft interior trim, tinted glass, Purmo heating, interior luggage racks, large rear luggage boot, side lockers, electrically operated entrance door, radio/cassette, adjustable seat track and wheeltrims.

It is finished in White Lady's distinctive livery of base white with brown, orange and yellow bands. Lettering is in fluorescent vinyl.

Operators are welcome in Looe

From Councillor S J Gardner

SIR

I am taking the rather unusual step of writing to you direct in the hope that by doing so it may be possible to repair some of the damage done to the reputation of Looe caused by the problems experienced with the parking of coaches earlier this year.

The work of erecting fish packing units on the quay at East Looe was not completed until August with the result that coaches could not be allowed on to the Buller Quay car park until well into the high season. This seriously aggravated the already poorly publicised parking arrangements for coaches and led to considerable concern.

A completely new road junction to the Millpool car park is unlikely to be available for 1991, but I can tell you that a number of very worthwhile and constructive measures have been and are being taken, all of which are designed to facilitate the conditions for coach parking. Some of these are:

1. Buller Quay car park will be available at any one time for up to six coaches on a pre-booked arrangement. Before the fish packing units were built, 11 spaces were available at any given time. So from the start of the 1991 season there will be a considerable improvement over what was available for the largest part of 1990. (Operators can reserve spaces by ringing the Looe Harbour Commissioners on 050 36 2839).

2. In 1991 the coach park within the Millpool car park will be located at the bridge end of the car park to ensure coach passengers have the least distance to travel to the shops.

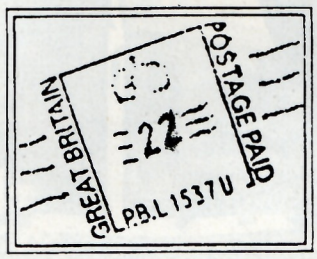
3. A novel passenger conveyance may be introduced between the Millpool car park and East Looe shops/seafront.

4. To stop vehicles having to queue to enter the Millpool car park, a 'Pay & Display' system is being introduced and will be fully operational before the start of next season.

5. Signposting on the approach roads into Looe and in the town itself are being examined to discover how they can be improved.

These are all measures to improve the past season's unsatisfactory arrangements and I do hope they go some way towards assuring coach operators that Looe and our neighbours Polperro are as eager as ever to see them again next season and that operators will include both locations in their itineraries again.

COUNCILLOR S J GARDNER
MAYOR
LOOE TOWN COUNCIL
THE GUILDHALL
LOOE
CORNWALL



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The Editor is always pleased to receive letters for publication in Coachmart and will, if requested, publish these anonymously. But please attach your name and address for our own information.

Coach day was NOT a record breaker

From Mr D Hurry

SIR

In *Coachmart* issue 611 I read with interest the report on the 'Coaching for Pleasure Day' at Nottingham. While my company was not able to take part in this promotion, I was pleased to hear that it had been such a successful event.

I regret though, that I must dispute your claim that it was the 'largest single coach excursion ever organised' and that as such it is likely to be included in the Guinness Book of Records.

Since 1986 this company has arranged and provided transport for an annual senior citizens outing from Cambridge to Great Yarmouth. This is a joint venture between Cambridge City Council, the Cambridge Evening News and ourselves. Senior citizens have to book on this outing, and bookings are taken by the city council. We then organise the bookings into individual coach loads and work out pick-up points and times accordingly. This operation has snowballed since its original conception as the following figures indicate:

	1986	1987	1988	1989	1990
Full Size Coaches	17	19	24	24	25
Mini Coaches	1	1	1	1	2
Support Vehicle	1	1	1	1	1
Total Coaches Used	19	21	26	26	28
Senior Citizens	765	835	1090	1150	1192
First Aid Attendants	19	19	24	24	25
Stewards	19	20	26	26	28
Total Passengers	803	874	1140	1200	1245
Pick Up Points	144	131	138	141	150

Additionally, this year we also arranged an excursion for senior citizens from Newmarket and surrounding villages to Great Yarmouth. This was sponsored by one individual company who also provided booking facilities.

Statistics for that operation were:

Full Size Coaches	27
Mini Coach	1
Support Vehicle	1
Total Coaches	29
Senior Citizens	1277
First Aid Attendants	27
Stewards	59
Total Passengers	1353
Pick Up Points	152

Accordingly if the 'Coaching for Pleasure Day' involving 20 coaches and 1,000 passengers was thought to be the largest ever excursion, I must now contend that it is only in fifth place at the most, and that we hold the first four places.

Unless, of course, any other operator knows better!

MR D J HURRY
DIRECTOR OF OPERATIONS
PREMIER TRAVEL SERVICES
PREMIER PARK
KING'S HEDGES ROAD
CAMBRIDGE CB4 4PQ

Coach travel should not be cheap travel

From Carole Clarke

SIR

I fear that many operators are just awaiting the Receiver's dreaded knock! I have been in the coach operating business for the past six years and although our company is regarded by those acquainted as somewhat of a 'success story, I cannot believe the sheer blood, sweat and many tears it takes to obtain such meagre returns on colossal capital investment!

In an economy where taxi companies are charging an average of £1+ per mile, with a 10th on average capital expenditure and running costs, why is our industry's average nearer 50p?

The public tolerates garages' labour charges of upwards of £20 per hour when our industry is still in the dark ages, costing our drivers at around £5 per hour, even though we too have elaborate garages to maintain etc.

These ridiculously low charging-out rates result in an insulting average hourly rate for a 'skilled coach driver' of around £3 per hour! For this we and the public expect a smart, skilled, intelligent and friendly workforce!

Staff problems prevail as in no other industry, and can you blame our chaps?, as anyone with all these wonderful qualities can achieve much greater rewards for much more sociable hours in almost any other industry.

We are all sadly guilty of this gross undercharging at times - perhaps in desperation of keeping wheels turning amidst tight competition. This is clearly reflected in the published average net profitability figures of us who are lucky enough to be in this bracket - an abysmal nine percent! Way below prevailing interest rates and inflation.

So fellow operators why don't WE use the fuel crisis, high inflation and high interest rates to justify a countrywide minimum 30 percent increase to more realistic rates so we can all enjoy some return on our investments. Let's wake up to the 20th century and shed this image of 'Coach Travel is Cheap Travel' forever.

We must, however, stand together - not something this industry in the past has been well practised at. Perhaps BCC and local operators' meetings can bring the drastic changes in pricing methods about now before it is sadly too late for a few hundred more of us!

CAROLE CLARKE
PARTNER
C & G COACH SERVICES
HONEYSOME ROAD
CHATTERIS
CAMBS
PE16 6SB

Bonding: a clarification

From Simon Allen

SIR

Thank you for publishing my letter on the subject of bonding in the November 15 issue of *Coachmart*.

However, there was one small error which completely altered the sense of one of the points I made: my original letter read 'Although it is POSSIBLE... to insure against bad sales ledger debts, 'not impossible.'

I hope that you will bring this to your readers' attention.

SIMON ALLEN
SECRETARY
BRITISH ASSOCIATION OF
WHOLESALE TOUR AGENTS

Show organisers speak out

From Alan Read

SIR

The directors of CISA Promotions Ltd would like to thank you for the excellent support and coverage given to our Expo Coach 90 trade show.

However, there are two points on which we would like to comment:

1. The show was conceived, floated and funded by seven individuals whose companies are heavily involved in the industry - namely Allen & Douglas, Apple Associates, Autosound, Chapman Stevens, Distinctive Systems, Esprit Marketing and Maun International Travel Consultants.

2. You included in your report a picture and write-up on Stuart Johnson handing over a coach at the Expo Coach 90. Although Stuart Johnson was invited to take space at the show, Stuart Johnson Ltd was NOT an exhibitor at the show.

This blatant act of using our event for their own publicity purposes caused great offence to us and to the exhibitors who had supported the show. We would like to take this opportunity of apologising to our exhibitors and visitors for the offence caused by Stuart Johnson.

ALAN READ
SECRETARY
CISA PROMOTIONS LTD

NOSTALGIA CORNER

THIS 39 seat centre entrance coach was built by Bellhouse Hartwell on a front engined Foden chassis in 1950. It is outside the Wigan Market Place offices of Smiths, an operator which forms one major strand of the history of Shearings coach operation.

The full history of the growth of Europe's largest coach operator is expertly documented in Eric Ogden's specially commissioned book Shearings - An Illustrated History - published by Transport Publishing Co Ltd.

Starting with the original Smiths business in 1914, this strand evolved through changes of ownership and name until linked with Shearings in 1984 through rapid takeover of both companies by Associated Leisure and then Pleasurama plc.

Shearings itself was started by Herbert Shearing of Oldham in 1919. Today the company has 2,000 employees, runs 540 vehicles and is recovering from yet another transfer of ownership from Mecca Leisure Group plc to Rank Organisation - a deal which valued the company at £538 million.

The book contains a wealth of illustrations, including a fascinating look at tour brochures over the years. Some of the early coach tours detailed provide an illuminating contrast for present day coach operators.

In 1922 a combined 14 day 'Up North' and 'Down South' tour in a 12 seater Crossley charabanc cost £19. For this princely sum, Mancunians were taken to the Isle of Wight AND Edinburgh.

While tracing this 77 year development, Eric Ogden has not neglected recent developments, including Shearings' £3 million development at Bryn near Wigan, which prompted the company to approach TPC. Soft back copies of the 70 page book are out now and an extended hard backed edition, detailing new vehicle deliveries, will be available before Christmas.

Shearings - An Illustrated History. Author Eric Ogden. Copies are available for £5 (plus £1.50 pp) from the Mail Order Department, Transport Publishing Co Ltd, 128 Pikes Lane, Glossop, Derbyshire SK13 8EH.

SEE NEWS STORY ON PAGE 7 AND NEWS FEATURE PAGE 12.

Businesses are treated unfairly

I CAN see neither equity or logic in the Government's intent to increase the Uniform Business Rate by the full R.P.I. level of 10.9 percent.

For the first year yield in England and Wales of this new rate was in excess of estimates - to the extent that it was even suggested that the surplus could be used to make up the shortfall generated by the 'Won't Pay' Poll Tax brigade.

Duplicity is the word that springs to mind to describe the actions of a Government that exhorts wage negotiators to bargain on the strength of a predicted lower rate of inflation, yet applies the higher, retrospective, rate to UBR.

A case can be made for business rates to be abolished.

It has always seemed to me that there was quite a strong argument for reversing the £2 million per annum that British Telecom extracts from business users to subsidise low use household subscribers (which may yet be removed by the opening of the domestic phone market to competition).

Likewise, as businesses not only receive less service from local authorities, but, more significantly, are the generators of national and local wealth, a case can surely be made for business rates to be either very low, or totally abolished.

Their cost is passed on to the end consumer, so why not let him pay through community charges?

This would remove the cash flow burden, and possible interest charges, from businesses and make exports more competitive.

The reason why equity and logic do not prevail is obviously political. Governments have been able to squeeze businesses dry and not lose a single vote ever since the maxim 'No taxation without representation' was abandoned 20 or so years ago.

Prior to that there was a right to vote and to stand for election to local or national government, arising out of paying rates on business premises. The plaintive cries of the CBI are a poor substitute for this loss.

Cost increase will have to be passed on to customers.

At all events, it is just another increase which we have to bear, and recover from customers.

Operators who have not acted already to recoup increased fuel costs by higher charge-out rates will, I fear, be looking at an annual price increase into double percentage figures.

Contact the Select Committee

HARD on the heels of both Monopolies & Mergers and Office of Fair Trading inquiries, there is now an all party Commons Select Committee chaired by Michael Clark MP, investigating the pricing tactics of the oil industry.

I once felt quite positive that the identical and simultaneous notifications of price adjustments which we used to receive were prima facie evidence of a cartel at work.

In recent times I have not seen so many of these congruously worded letters from several different suppliers arriving in the same post.

Has any cartel which may have existed been abandoned, or could it be that it is now done a little less blatantly?

I am sure that submission of evidence of predatory or cartel like pricing practices would be welcomed by the Select Committee.
Do so by writing to: Michael Clark MP, Chairman, Energy Select Committee, House of Commons, London, SWl.

The money *is* there to be had

IN a recent letter to *Coachmart*, Ron Whittle supported my contention that good prices can be attained - providing the product is right and there is confidence to try to get sound returns.

The reflex response of many to this sort of suggestion is to say, 'Yes, but not in ***this*** area'. Operators in my immediate vicinity often say to my face, '*Marksman* is right about prices in general, but we can't get them here!' As a factual case will show, this is absolute nonsense. Using the price obtained from my published tables I had quoted a customer £975 for a hire to be done in early November.

The customer showed my staff a quotation from a reputable local operator to do the job for £600.

Although well trained to think in the *Marksman* manner, the member of staff later admitted that it was no easy task to persuade the client to pay 62.5 percent more than another quote but, without giving away a single pound, she did just that.

No only has the hire been done and paid for, but the hirer has re-booked for next year, despite the indication of a nine percent increase in price!

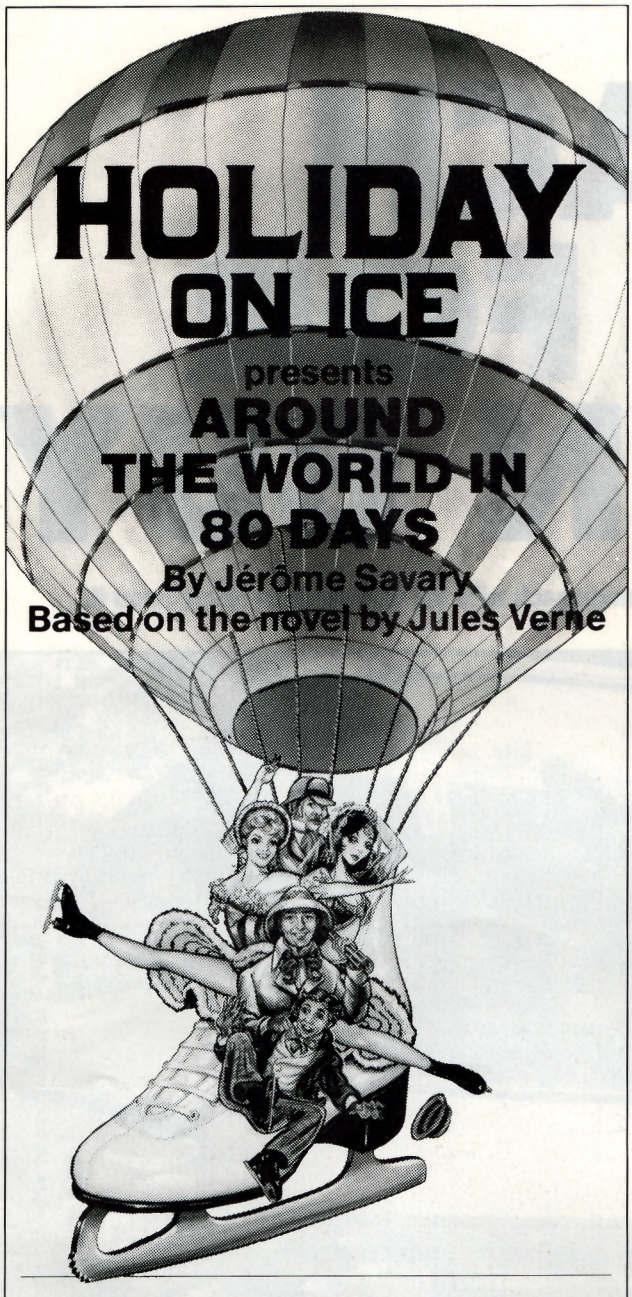
Getting up to 20 percent more than one's competitor is, with the right mental attitude and staff training, not too difficult.

To secure 30 percent - 40 percent is harder but, as Ron Whittle confirms, attainable. To get more than 50 percent may seem improbable, but certainly not impossible.

There is a flip side to this true incident my competitor who did not get the job at £600 probably thinks that he lost it on price. He may yet be sharpening his pencil even more to get below the rate which he thinks *Marksman* coaches charged!

A dangerous, even suicidal, occupation, to be sure.

Go Whittle's owner Ron Whittle supported Marksman's views that good prices can be attained.



TUES JAN 29 – SUN FEB 24 1991

- Generous group booking rates (minimum 10). Plus 10% commission on full price tickets for recognised coach operators.
- Promotional material available.
- Easy access and parking for up to 1,000 coaches.
- Bookings reserved until one month prior to performance.
- Tickets: £12.00, £10.00, £7.50, £5.50. Children and Senior Citizens: Half Price.
- For further information call 081 900 1234 and ask for the groups department.

WEMBLEY ARENA

Coachmart and Plaxton encourage coach fan Michael

COACH enthusiast Michael Marsh was gobsmacked when Plaxton invited him over to Scarborough for the day.

The Worksop 17-year-old is, by his own admittance, coach crazy. His bedroom wall is festooned with Plaxton memorabilia and *Coachmart* front covers. He is training to become a coach body technician. He lives and breathes coaches.

When Plaxton heard about Michael, it decided to update some of his souvenirs, especially Michael's ageing Plaxton 'castle' logo. He got a new Arctic Tern logo on a giant plaque plus other Plaxton gifts.

Michael's ultimate dream is to run his own coach fleet, he says. In the more immediate future he'd be happy to get a subscription to *Coachmart* for the year as a Christmas present from his family. Well, *Mealstop* would like to tell Mrs Marsh to keep her cash in her purse.

Michael will be getting a subscription to *Coachmart* as our Christmas gift to him. We wish him every success in the industry, and hope that *Coachmart* provides a little help along the way.

Mealstop

Plaxton Duple Parts and Service managing director Rod May (right) hands Michael Marsh his new Plaxton souvenirs.

● **APRIL Davis was Solent Blue Line's first winner in a game of Bus Bingo when her ticket number matched up to numbers posted in on of the company's route 18 and 19 buses.**

The Southampton hotel cook won a four-day trip to Paris at incredible odds. Bus conductors issued 250,000 tickets during the summer, and April was the first to make a claim: 'This is the first time I've ever won anything,' she said. 'And I didn't even have to try.'

● AA-BRS Fleet Rescue sales executive Paul Jarvis presents a bottle of bubbly to Tony Palmer (right) manager of Whites World Travel of Sheffield - the man who guessed where the next breakdown would come.

AA-BRS had asked operators at Expo Coach 90 to stick a pin in a map of Europe where they thought a breakdown would happen at 4pm on the final day of the show. Tony's stab at Dusseldorf proved a wise choice.

The icing on the cake for AA-BRS was that Whites has been a member of AA-BRS fort 12 years, and is now enjoying the benefits of its newly-launched European breakdown service.

BIG COACH DESIGN FOR BARGAIN BUY

Rod Davey looks at the Iveco 315 Turbo/Carrosserie Lorraine – a midicoach with big expectations riding upon it.

ENGINEERED as a full-sized coach, both in respect to its body and chassis, Plaxton expects the Carrosserie Lorraine/Iveco Ford 315 Turbo to fill a market niche in the increasingly competitive midicoach sector.

And that niche is identified as catering for incoming tour groups, airport work and short weekend tours. The vehicle's lightweight construction means it is only suitable for near continental work - with Paris being its European limit.

Plaxton's sales manager north Mick McElhone put it very comprehensively when he defined the midicoach market. 'Long-distance touring is covered by the Volvo B9M - and the Jonckheere, Caetano and Berkhof options on the MAN 10.180. Reeve Burgess' Harrier on the Leyland Swift, as well as other body options on this chassis, and its Beagle are short-distance contract vehicles.'

So where does the Carrosserie Lorraine, with 30 seats, come into the spectrum of mid-capacity carrying coaches? 'Somewhere in between,' says Mr McElhone, defining the vehicle as a 'medium distance tourer.'

The 30-seat Iveco 315 Turbo/Carrosserie Lorraine midicoach: aimed at the medium distance touring market, wedged between long-distance tourers and short-distance contract vehicles.

Outside In

I am not sure full-size coach styling sits happily on this 7.5 metre vehicle. Looking at it full on, it looks attractive enough, with lines not dissimilar to the Setra integrals. But this is exactly the point. A walk around the coach amply shows big coach styling is not suitable for such a short coach.

Furthermore, its one-piece gasket-glazed laminated windscreen, with a replacement price of £1,354.45 before VAT, brings large coach replacement expenses to the small coach market. However, its large radial arm wipers give it that professional look. Its tinted side windows are single-glazed and bonded.

Its purpose-built chassis is basically a ladder frame, made up from pressed steel channel-section side members with welded cross members. But the centre section of the frame is raised to provide space for the vehicle's 2.3 cubic metre luggage compartment.

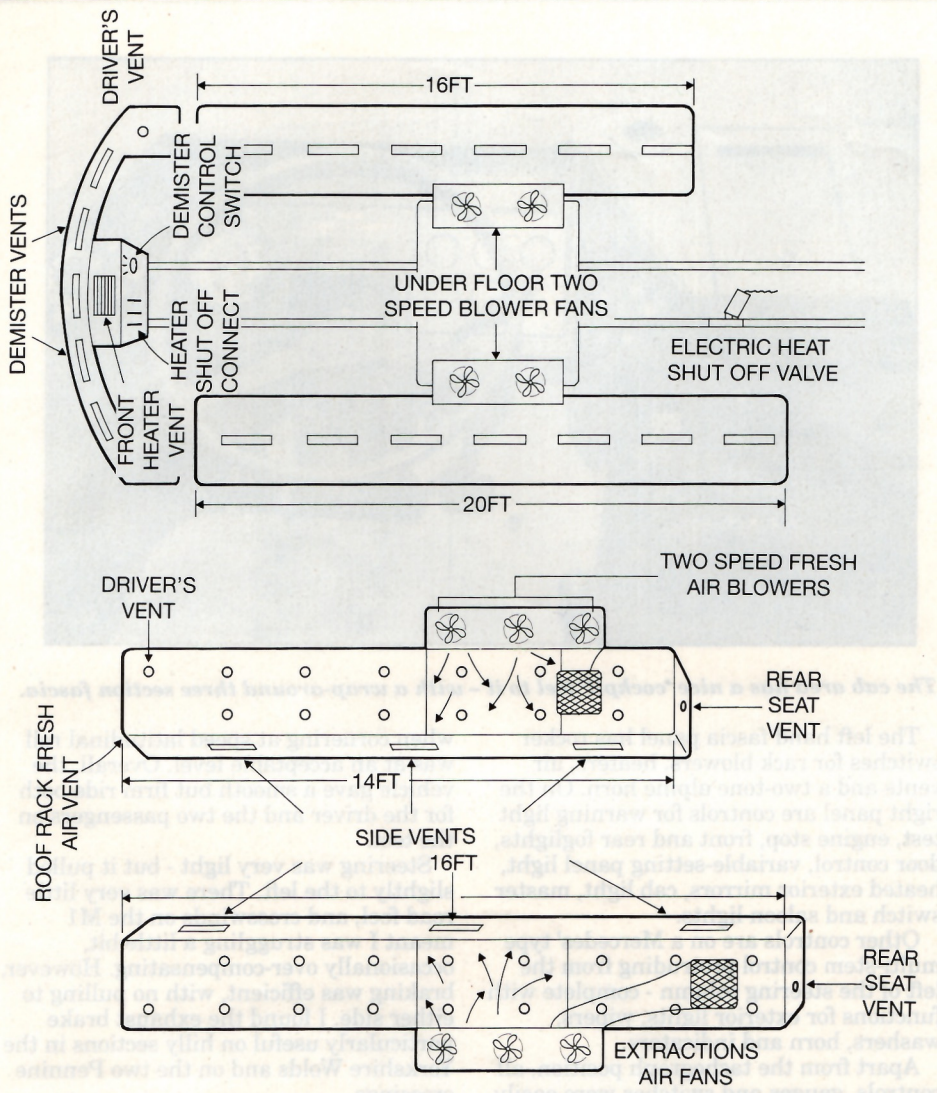
The rear engine compartment is designed for coach, rather than truck applications - and features integral under trays beneath the rear bulkhead. Noise levels are impressively low.

Sides are made from pre-painted aluminium, as are the front and rear. Although light, the use of such material does have its problems, according to Heathrow operator Quo Vadis. When the lockers are not fully loaded, luggage tends to slide and make indentations in the aluminium locker doors. And this operator feels the locker catches should be stronger.

Resplendent with large Iveco badging, the front bumper is in four sections. These are removable to give access to the front-mounted spare wheel. Below access for routine maintenance of the Iveco 168 bhp diesel engine, the rear bumper is split into three sections. But the rear lights protrude beyond them so most rear shunts would result in replacement lights having to be bought as well as everything else.

Both the passenger door and entrance door are 770 mm wide. After a ground to first step height of 420 mm, the vehicle has two steps of 290 mm, followed by a 150 mm step to the sunken aisle and driver's area. The saloon seating area is a further 170 mm above aisle level.

Although the steps are somewhat



Carrosserie Lorraine's 'Dreiha' ventilation system: features air vents in parcel rack sides.

uneven, the entrance area is fitted with handrails to the front of the coach - and there are further rails to the padded courtesy screen on the courier's side.

Interior ambience certainly has that big coach feel, but the aisle width somewhat lets this down at 360 mm. Passenger movement is further restricted as the distance between the seats is compounded by the sunken aisle construction. It also means the coach interior is not the easiest to clean at the end of its working day.

Walls and roof are trimmed with charcoal cord, with a centre roof relief matching the seat moquette on its 30 Remax recliners. Commendably deep Plaxton parcel racks on both sides are also trimmed with the cord material - and feature integral audio speaker pods. An option of brown cord is available if preferred.

Seats are trimmed in a likeable double-chevron moquette, with its light grey base colour providing a neutral backcloth for the reds in the design matching up with the red full draw curtains. They feature armrests, footrests and ashtrays. But there is not much legroom with a minimum seat pitch of 220 mm. Four rear seats are mounted on a raised portion above the engine bulkhead.

Saloon heating is ducted on both sides at floor level along the full length of the coach. The coach's underfloor hot water heater unit is supplied as OE as part of the Iveco chassis deal and is linked up to two-speed blower fans.

Conventional ventilation is provided by an Overton lift-up roof vent at the rear of the saloon. But the vehicle also features a remarkable 'Dreiha' system, which is controlled from a comprehensive unit to the left of the driver's fascia panel. ▶

Replacement Costs

Windscreen	£1,354.45
Headlight unit	£143.12
Rear light unit	£32.40
Wiper arm	£25.05
Wiper blade	£26.78
Bumper section	£112.52
Fuel filter	£5.87
Air filter	£31.90
Rear shoe linings	£142.24
Rear shoe assembly	£120.65
Front brake discs	£335.22
Front brake discs' pad set	£135.15
Exchange engine	£5,500.00
New engine	£7,271.40
Exchange gear box	£2,995.00
New gearbox	£7,839.90
Generator belt	£5.23
Clutch cover	£200.49
Clutch disc	£203.36
Clutch release sleeve	£55.60

All quoted prices exclude VAT.

Interior ambience certainly has that big coach feel – but is somewhat let down with a narrow aisle width of 360 mm.

Fuel Economy

Route: Standard two-day *Coachmart* test route.

Fill at	Fuel Used ltrs/gals	Odometer reading	Distance km/miles	MPG
Trunk Road Section Leicester Forest M1 to Bramham A1	51.67/11.36	2196.2	238.8/148.39	13.06
Cross Country Section Bramham to M61 Kenning	55.91/12.29	2454.3	258.1/160.38	13.05
Motorway Section M61 Kenning to Leicester M1	50.72/11.15	1957.4	240.6/149.51	13.41
AVERAGE	158.30/34.80	(1860.4 start)	737.5/458.28	13.17

Observations: Fuel pump not set quite right - burning rich with a little black smoke.

◀ The system uses fresh air vents in the sides of the parcel racks, which also have individual blowers.

Around the centre of the coach are extraction air fans on the nearside, with two-speed fresh air blowers on the offside. There is an electric heat shut-off valve at the rear of the coach.

A full audio system completes passenger comfort features on the vehicle, with a Panasonic radio/cassette as well as PA amplifier. The system is linked to no less than eight parcel rack pods, more than adequate in a vehicle of this size, and has a driver's mike as well as a courier's wander mike to the near side.

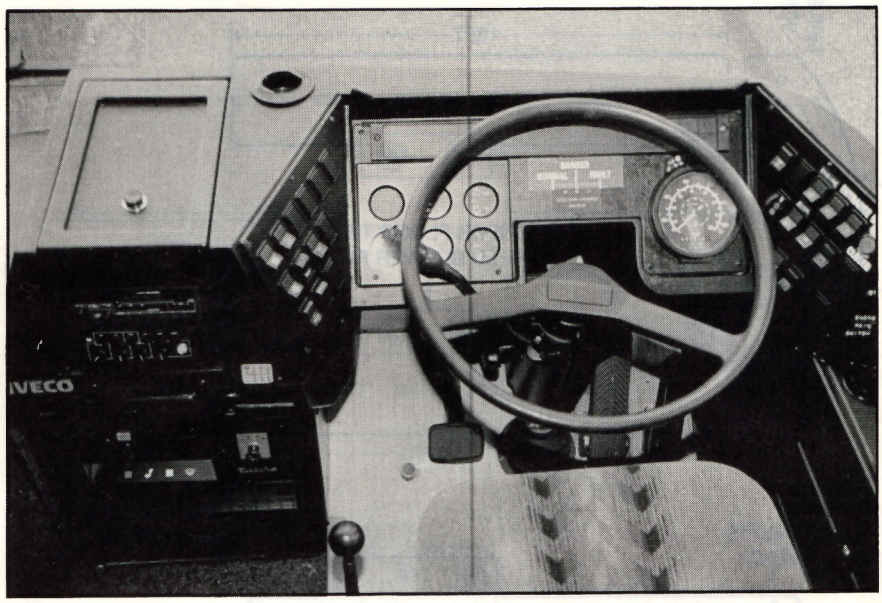
Driving impressions

Sitting in the adjustable Chapman Bremshey driver's seat, the cab area has a nice 'cockpit' feel to it - with a wrap-around three section fascia. Unfortunately, the main panel layout is asymmetrical, with the tachograph located on the far right. This location means dial readings of the higher speeds are partially obscured by the steering wheel - not very helpful.

There is plenty of 'feel' with the six speed ZF manual box. Engine noise is inobtrusive.

Surprisingly for a rear engined vehicle, there is no rev counter. Although I did not miss it much, it's fairly strange that Iveco fits them as standard - only to be followed by Carrosserie Lorraine spiriting them away when the bodies are built. Stranger still when one considers they may be ordered as an optional extra.

There are no less than 36 warning lights on a two-deep array taking up the top of the central fascia. Directly above the steering column is a main warning light illuminating three settings: 'normal, danger and fault'. To the left are five circular gauges for engine temperature, oil pressure, fuel level and air pressure both for the front and rear systems.



The cab area has a nice 'cockpit' feel to it – with a wrap-around three section fascia.

The left hand fascia panel has rocker switches for rack blowers, heaters, air vents and a two-tone alpine horn. On the right panel are controls for warning light test, engine stop, front and rear foglights, door control, variable-setting panel light, heated exterior mirrors, cab light, master switch and saloon lights.

Other controls are on a Mercedes' type multi-stem control protruding from the left of the steering column - complete with functions for exterior lights, wipers, washers, horn and indicators.

Apart from the tachograph position, all controls, gauges and switches were easily reached - including controls for the unusual 'Dreiha' ventilation system, situated to the nearside of the driver's area.

Suspension from the parabolic spring system was more than adequate. On the unloaded test there was little longitudinal pitch in normal operation - and even when cornering at speed latitudinal roll was at an acceptable level. Overall, the vehicle gave a smooth but firm ride both for the driver and the two passengers on the test.

Steering was very light - but it pulled slightly to the left. There was very little road feel, and crosswinds on the M1 meant I was struggling a little bit, occasionally over-compensating. However, braking was efficient, with no pulling to either side. I found the exhaust brake particularly useful on hilly sections in the Yorkshire Wolds and on the two Pennine crossings.

Performance

Operator Alastair McCrae Senior, of Kyle of Lochalsh-based Skyways, said that in the hills of the Highlands and Islands the Carrosserie Lorraine was a good performer. My findings on the two-day test confirm his feelings.

The acid test is always the steep Garrowby Hill in the Yorkshire Wolds, which combines a long-pull from an acute bend at the bottom with a steep middle gradient of 17 percent. From fourth gear at 30 mph, I had to drop to third on the

AT A GLANCE

Ride Quality - Very little roll or pitch in normal operation - smooth but firm ride.

Steering - Extremely light pulling slightly to left. Little road feel - struggled a little in M1 cross winds.

Braking - Efficient with no pull either way. Exhaust brake very useful and effective in sections on Pennines and Yorkshire Wolds.

Noise - Some road noise at front, but remarkably quiet at rear. Bulkhead on chassis is Iveco's and is complete with integral under trays - impressive noise reduction.

Luggage - Under floor amidships - capacity 2.3 cubic metres.

Security - Via lockable emergency door - catch on passenger door.

Heating - Full-length ducted heating to floor on both body sides. Hot water underfloor heater unit standard from Iveco.

Ventilation - One Overton lift-up roof vent at rear of saloon. Front 'Dreiha' unit (see ventilation diagram) quite powerful - has parcel rack blowers at sides as well as individual blowers.

Lighting - Three fluorescent strips on centre roof panel and individual reading lights.

Handrails and guards - Handrails to padded courtesy screen, with handrail to steps at front of coach.

Performance

Acceleration:

0-30 mph	13 seconds
0-50 mph	28 seconds
0-70 mph	55 seconds
30-50 mph in top gear	33 seconds
30-70 mph in top gear	101 seconds

Gear	Ratio	Max Speed
1st	7.630	11 mph
2nd	4.440	18 mph
3rd	2.640	30 mph
4th	1.790	44 mph
5th	1.290	59 mph
6th	1.027	70 mph
Reverse	6.850	

steepest part of the gradient. But even on this testing section of the hill, the coach's speed only dropped to 20 mph. Very impressive pulling power from the 168 bhp turbocharged Iveco 8060.24.

And in Fimber, this lesser hill was easily climbed in fourth gear at a speed of 29 mph. From this stage on the cross-country section it is all downhill on the approach to Malton. Furthermore, there are some wicked bends with high stone walls and hedges. So brakes and manoeuvrability are tested to the full on these difficult descents down 10 percent gradients.

Braking was superb. And taken together with the vehicle's manoeuvrability, the potential for such midicoaches is readily realised. The idyllic Ribblesdale village of Horton is not the place for a 12 metre coach, but this 7.5 metre coped well with the single carriageway lane and passing places. And it was easily reversed in a narrow driveway, thank goodness.

Acceleration tests showed the Iveco engine's torque rating of 369 lbf ft @ 1,600 rpm to good advantage. Transmitted through a nice even ratio spread from the 6-speed ZF gearbox, the unloaded machine reached 30 mph in 13 seconds on level terrain. Top speed was reached in less than a minute.

Fuel economy was quite good, averaging out at 13.41 mpg on all three sections throughout the 458 mile test, but Mr McCrae claimed he was returning at least 18 mpg on his fully run-in vehicle.

Verdict

Without doubt a good coach for the money. Performance coupled with reasonable passenger comfort make this midicoach, at its special £55,000 net price, a good buy.

But some operators' teething troubles, such as a clutch going in the first weeks of operation for Heathrow-based Quo Vadis, should really be sorted out at this stage of marketing.

Iveco claims a dealership network of 150 - but when Quo Vadis wanted a clutch fixed it became obvious that not all Iveco dealers are geared up to deal with its 315 Turbo coach yet.

Skyways' experiences with its engine guard highlight a need for Plaxton to liaise with Carrosserie Lorraine in France a little better.

I can only echo Alastair McCrae's hope that marketing and after sales service will eventually match the coach's undoubted qualities.

The rear engine compartment is designed for coach rather than truck applications and features intergral undertrays beneath the rear bulkhead.

WHAT THE OPERATORS SAY

Alastair McCrae, managing director of Kyle of Lochalsh-based Skyways, said: 'We have done 30,000 miles with the Carrosserie Lorraine so far and feel it is a good coach.' Although Skyways had not yet done a comprehensive consumption test with the coach, Mr McCrae estimated fuel economy was between 18 and 20 mpg - a much better figure than the results of the *Coachmart* two-day test.

'The coach gives a good stable ride considering the small wheels. An oil leak on the nearside rear hub oil seal is the only snag we've experienced - but that could happen on any coach, and importantly, all our drivers enjoy driving it,' said Mr McCrae.

But he had some harsh things to say about after sales service: 'We're still waiting for an engine guard from France. But there's no better midicoach on the market at the moment, for comfort and all round quietness. If they'd just push the thing properly and attend to customers, they would have a nice coach.'

Heathrow-based Quo Vadis has bought a Carrosserie Lorraine which it is using on its airport hotel courtesy services. Unfortunately, all was not well.

'We only had the vehicle four weeks and the clutch went', said Phil Hilton, who assists managing director Ray Cummings in the company's day-to-day operation. 'Apparently the Iveco 315 is not yet covered by the full dealership network - but eventually we got in touch with Dagenham Motors, who were near enough as it turned out.'

Mr Hilton also criticised the aisle width, which he felt at 360 mm was not wide enough for airport passengers with hand luggage. Another niggle with bodywork involved the underfloor lockers. Although space was adequate at 2.3 cubic metres, when partially loaded luggage has a tendency to slide - causing indentations in the locker doors. Furthermore, Mr Hilton was not convinced the locker catches were strong enough for the job.

Despite this, he said: 'But it's quite a nice coach to drive - and it's nearly £20,000 cheaper than the 8.5 metre Dennis Javelin'. Although he felt the Javelin was a better machine, he said: 'At the end of the day, you get what you pay for, although stronger doors and a few other improvements might be worth a little more on the price. But let's face it, with high interest rates, every pound saved counts.'

Specification

Vehicle Type: Carrosserie Lorraine/Iveco 315 Turbo

Price: £55,000 special net price.

Dimensions:

Length	7,540 mm
Width	2,480 mm
Height	3,165 mm
Wheelbase	3,610 mm
Rear overhang	2,130 mm
Front overhang	1,800 mm
Unladen weight	6,680 kg
GVW	9,200 kg

Engine:	Iveco 8060.24 turbocharged 4-stroke diesel, 6-cylinders in-line,transverse-mounted at rear
Maximum output:	168 bhp (123.5kW) @ 2,700 rpm
Maximum torque:	369 lbf ft (500Nm) @ 1,600 rpm
Capacity:	5.5-litres
Cooling system:	Water cooled centrifugal pump with thermostatic control and shaft-driven viscostatic fan
Fuel system:	Bosch high-pressure injection pump with cold start device
Lubrication:	Full flow oil filtration
Air filter:	Dry type air cleaner with replaceable element
Gearbox:	ZF SC 36 6-speed synchromesh gearbox
Clutch:	Borg & Beck single dry plate
Steering:	ZF 8037 recirculating ball with integral power assistance. Ratio 18.3:1. Turning circle 15 metres
Brakes:	
Front:	Disc with twin calipers and ventilated disc delay valve
Rear:	Drum, self adjusting with load-sensing valve
Suspension:	
Type:	Parabolic springs
Axles:	
Front:	Rigid 'I' beam, max load 3,200 kg
Rear:	Fully floating single reduction, 3.56:1 ratio, angle drive 1.027:1, max load 6,200 kg
General:	
Tank Volume:	200-litre centrally mounted under chassis
Speed limiter:	Lucas Kienzle top speed limiter
Wheels & Tyres:	One-piece steel disc 6.0 x 17.5 with 9.50R x 17.5 tubeless radial (low profile)

SCANCOACHES HAS 'FINNISHING' POWER FOR VIPS

Started seven years ago by Finnish entrepreneur Veikko Kokkila to handle incoming tourists, Scancoaches of London has a new Finnish managing director and a new brainchild - the VIP Club. Mike Morgan reports.

Scancoaches' VIP Club coach with Jonckheere Deauville coachwork on Scania K113 chassis: like a small airline on wheels.

'THE old nose was not wrong,' said Scancoaches' new managing director Marcus Ruulio referring to an impulsive decision to invest £150,000 on the first Jonckheere bodied VIP Club executive coach in 1989.

Success of the venture - the brainchild of chairman Veikko Kokkila 18 months ago - is down to determined selling to a clearly defined market. Said Mr Ruulio: 'The philosophy of waiting for people to ring us was turned upside down.'

Scancoaches now runs four dedicated VIP Club coaches in a fleet of 42 operated from Harlesden in north west London. Mr Ruulio reports very steady growth of this new initiative aimed at top business executives - it currently represents seven percent of the company's £3 million turnover.

Kings, princes and pop stars have travelled with Scancoaches.

The company is looking to expand further this select market built around basic London area football club contracts, but highlighted by the creme de la creme events - Farnborough, Henley and Ascot.

What is VIP Club business? According to Mr Ruulio: 'It is quite exceptional. It is not commuter traffic or transfers, but specialised work in particular areas.'

Scancoaches has carried princes, kings and pop stars. Norman Mee, head of VIP operations, stressed the quality of service: 'It's a small airline on wheels in terms of vehicle and crew.' Specially selected drivers complement highly specified coaches with lounge area, full catering facilities and air conditioning.

Expensive coaches cannot be left to stand. If the two Scanias and the pair of Volvos have no VIP Club work, then they are used on ordinary business as loss leaders to generate interest in the quality service. Mr Ruulio explained: 'Fleet utilisation is the key to success. It is better to use our own fleet when busy

rather than sub-hire.'

However, Scancoaches is certainly not complacent about generating new and repeat business. Sitting back and waiting is not its style. A sales team of six staff has a programme of planned visits to clients and agents. Norman Mee said: 'All contacts are face to face to ensure that there is less tension.'

The degree of tension generated can be intense when handling corporate clients with highly individual requirements. Mr Mee, who also drives one of the VIP coaches, explained: 'We invite new customers to come and see our operations first. Reassurance that we pay particular attention to detail is essential because they can be very unforgiving. We must give them what they are accustomed to.'

Passengers are expected to number 2.4 million this year.

Prestige needs this sales dedication. Much of the business carrying business executives to special events originates from City of London head offices. One big four bank contract took three weeks to set up. However, the rewards are worth the effort if the City likes what it gets. But personal contact is essential, and games of golf are not excluded from the sales strategy in this market segment.

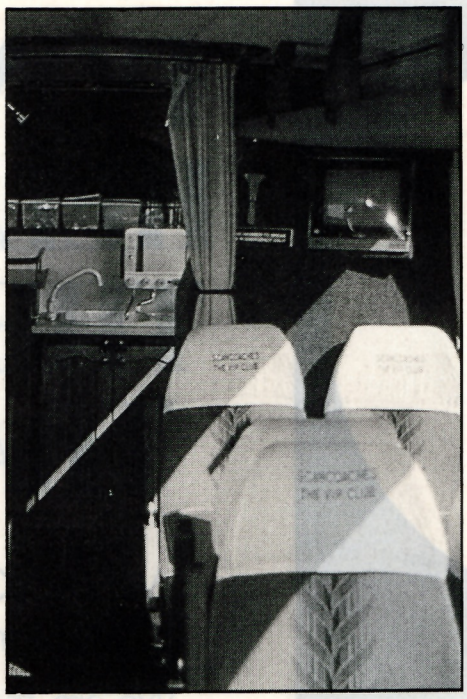
Scancoaches does not believe in a scatter-gun approach, but prefers to build up relationships and plan VIP Club coach hires with care.

Selling is never complete. Sales reports are filed and after sales contact established - it's all important to generate feedback and establish what the customer wants. Confident that the approach is right, Mr Ruulio was encouraged to say: 'Repeat business is quite favourable with VIP.'

Scancoaches expects to carry 2.4 million passengers in 1990 and the curve is rising. 'The results are tangible - we don't have to be the cheapest in the market,' said Mr Ruulio. Does talk of a UK recession worry him? 'There is always top executive business and we are doing a lot with multi-nationals,' said the 36-year-old managing director who brought a new perspective to the coach operation after moving from his native Finland in July this year.

Compared with Finland, he views England as a transport orientated volume market. He said: 'The market is unlimited.' His justification is based on going out into a new marketplace for coach customers with service orientated personnel and sales people with a thorough product knowledge. 'Clients are enormously surprised that a coach company should exist,' he claimed. He anticipates a significant winter market for VIP work.

Ian Cocking, operations director, has noticed a significant improvement in driver motivation since the introduction of VIP Club coaches to the fleet. After years of basically seasonal business, Mr Cocking said: 'We are now facing the winter with steady business.'



The Dining Coaches: equipped with full galley and eight tables, so every passenger can enjoy full meal service during their journey.

Driver pay is graded according to length of service by three annual increments, with VIP drivers on a premium rate. The proof of the grading system is in the eating. Mr Cocking quoted the driver of a B reg coach motivated to keep his coach spotless. He also claimed a notable improvement in driving styles now that a clearly defined career structure is in place.

Scancoaches' driving staff now have a career ladder. However, the new managing director believes staff retention is achieved by more than dangling carrots. Based on recent experience with forwarding agents in Finland, and Jeddah in Saudi Arabia, he said: 'It is company policy to keep staff. I believe in an open atmosphere which creates a team spirit.'

Mr Ruulio's career progression brought him to the UK by chance. Spurred on by the prospects of a common market in 1992, he sought a move inside the EEC.

While believing in a European future, he prophesises the death of medium sized coach companies. These will be swallowed up as the industry polarises towards large multi-nationals or small companies providing a specialist service.

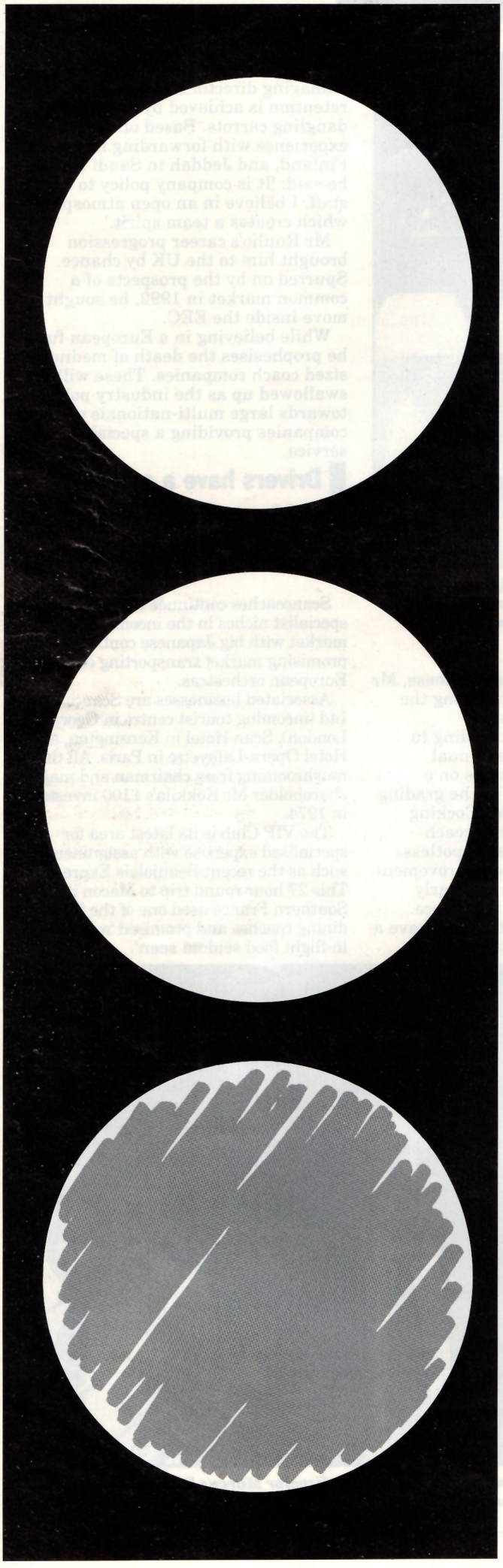
Drivers have a career ladder and are encouraged to stay with the firm.

Scancoaches continues to develop specialist niches in the incoming tourist market with big Japanese contracts and a promising market transporting eastern European orchestras.

Associated businesses are Scancoming Ltd (incoming tourist centre in George St, London), Scan Hotel in Kensington, and Hotel Opera-Lafayette in Paris. All this mushrooming from chairman and major shareholder Mr Kokkila's £100 investment in 1974.

The VIP Club is its latest area for specialised expertise with assignments such as the recent Beaujolais Express . This 27 hour round trip to Macon in Southern France used one of the 32 seat dining coaches and promised 'a quality of in-flight food seldom seen'.

Ian Cocking (operations manager), managing director Marcus Ruulio, and Norman Mee (head of VIP operations).



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Winning with WEDLAKE SAINT

Weekly report on law and the coach operator By Michael Jewell

LEGAL NEWS

■ THE Vehicle Inspectorate has launched a new type of Roller Brake Tester (RBT) following four years design and development work.

Produced by VLT (Van Leeuwen Techniek), of Holland, the design represents a new concept in roller brake testing to take the Inspectorate into the 21st century.

The launch marks the start of an installation programme at testing stations across the UK which will run until 1994.

Defects in braking systems produce the three most common reasons for heavy goods vehicles failing their annual test and also produce the most common reasons for failure of trailers and a significant number of failures in public service vehicles.

The new RBT has been developed to allow the addition of a computerised system which holds details of the braking systems of all vehicles tested in goods vehicle testing stations, including trailers.

The database will enable the computer to guide the tester through the correct procedure for each type of vehicle, calculate the performance of each brake system, compare these values to the statutory requirement, and produce a printed detailed assessment of the test.

Further details from The Central Office of Information, The Pithay, Bristol BS1 2NF.

■ MINISTER for Roads and Traffic Christopher Chope has announced new measures to make it easier to register old vehicles under their original numbers.

The new scheme will benefit vehicle owners who failed to register their vehicles with the Driver and Vehicle Licensing Centre before the computer record was closed to old numbers in November 1983.

Since then, vehicles have lost their original numbers and have been allocatted previously unused marks relating to their age.

Application forms can be obtained from any of the department's vehicle registration offices or direct from the DVLC.

For more details, contact 071 276 3000 and ask for the public enquiry unit.

False statement leads to PSV licence loss

PICKERING-based R A and S Paine - trading as R E Stothard & Son - have had their PSV licence revoked, after making a false statement regarding their nominated transport manager.

The firm, of Greenways Garage, Lockton, had been called to disciplinary proceedings before North Eastern traffic commissioner Mr Frederick Whalley at a Leeds public inquiry.

Mr Robert Paine, a partner, said he and his wife Sandra had been operating the business for nine years. In June 1990 their transport manager, a Mr Eccles, had left. At the time the couple were taking the CPC examination and they rang the traffic area, informing it of the situation.

Named transport manager said he hadn't worked for the company for years.

He had an international CPC and was due to take the national examination. They were told that would be satisfactory, and to send the licence in so his name would be put on as the transport manager.

Mr Whalley said his information was that the Paines had subsequently been informed that Mr Paine's qualifications were not satisfactory.

Mr Paine admitted they had received a telephone call to that effect, but he said they had received no written confirmation or any request for the licence to be sent back for his name to be deleted. They had thought that a period of dispensation had been given.

Mr Whalley said the Paines had been granted repeated dispensation periods throughout the currency of their licence. If it transpired they had not got a transport manager or had been making false statements concerning their transport manager, he would bring the business to a stop.

In reply to Mr Whalley, Mr Paine agreed they had received three warning letters concerning maintenance. He said he had taken necessary action on each occasion. They operated two coaches and one taxi and employed one full time fitter. The ratio of fitters to vehicles has never been better.

Asked about the use of a public service vehicle without a licence, Mr Paine said that to his knowledge the vehicle concerned had always been a 'taxi'. It was a minibus with seats down the sides with no number of seats recorded. He had taxed it as a taxi, and had asked advice from the traffic area.

Mr Whalley said the Paines had not been prosecuted as the matter had been left too long. It was not because they were thought to be innocent.

Mr Paine had been in the industry since 1982. How could he not know whether a vehicle he was using was a public service vehicle? Mr Paine had known what he was doing. He had used the vehicle for hire and reward. The legal requirement for the length of a seat was 16 inches.

Asked how many people the vehicle concerned could carry, Mr Paine said 10.

Mr Whalley said the vehicle had clearly been a public service vehicle, however, he would not pursue the matter as there had been no conviction.

When application was made for a licence in August 1982, it was stated that Mr Eccles was the transport manager, said Mr Whalley. In July 1984 a letter was received from Mr Eccles which said he was no longer the transport manager.

When approached by the traffic area, the Paines said that a Mr Harding was to be their new transport manager. In December 1985, Mrs Paine rang the traffic area to say that Mr Harding was leaving at the end of the month, and that she and her husband would be taking their CPC exams in March 1986.

Dispensation was granted for them to continue operating for six months without a transport manager. This took them up to June 1986.

In July 1986, the traffic area telephoned the Paines to say the six months' period had come to an end. It was told Mr Harding had decided to stay, but was now leaving at the end of the week. The Paines would be sitting the exams at the end of 1986. Consequently, a further dispensation period was granted until October 31, 1986.

The Paines failed their examinations and a further dispensation period, expiring at the end of 1987, was granted. In January 1988, the traffic area wanted details of the new transport manager and was told the business was

Commissioner said partners painted 'a glowing picture' on application form.

to be sold. Dispensation was extended to enable the business to carry on until January 26, 1988.

On February 18, 1988, the Paines rang to say the sale of the business had been delayed. They asked for the dispensation to be extended to March 1988, when they were sitting their CPC exams. That request was refused.

On March 9, 1988, a letter was received from the partnership stating that Mr Eccles had been re-employed, and he was named as the transport manager on the application to renew the licence.

On May 29, 1990, Mr Eccles wrote a letter saying he had not been in the Paines' employ for a number of years.

Mr Paine said Mr Eccles was never employed and never given a wage. However, he had checked the maintenance files and tachograph charts when needed. He had no ▶

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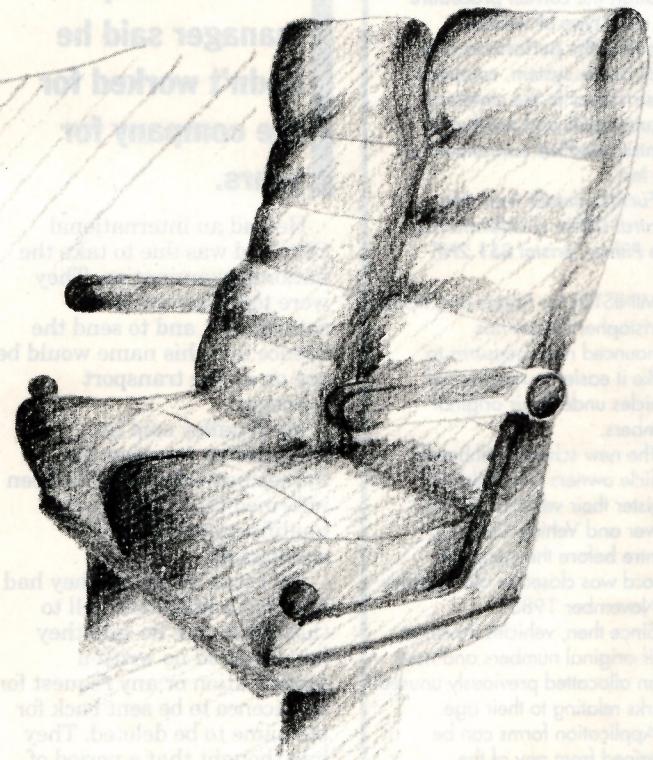

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Weekly report on law and the coach operator By Michael Jewell

◀ set hours of work.

Mr Whalley said the legal definition of a transport manager was an individual who alone or jointly, with one or more other persons, had continuous and effective responsibility for the management of the road transport operations of the business.

Mr Paine said he did not know when Mr Eccles last inspected the firm's records.

Mr Whalley suggested that the Paines had been using Mr Eccles' name to satisfy the legal position.

After Mr Whalley had said Mr Paine had made a statement in the renewal application form that Mr Eccles was the transport manager, Mr Paine said he had believed that it was true.

They now had a transport manager, a Mr Paul Thompson. He was a coach operator, and he would be checking the vehicles, the tachograph charts and the maintenance records. Mr Thompson would make sure that they did the job properly.

Asked whether he had specified what Mr Thompson's duties were, Mr Paine said he had not, but Mr Thompson knew what he had to do.

Mr Whalley pointed out that it was the partners' responsibility, as licence holders, to make sure all the legal requirements were complied with.

He said that on the application form it had been stated that vehicles were to be inspected every month or 3,000 miles, and that maintenance would be carried out by the operator at the operating centre, with three skilled staff available.

Mr Paine said there had never been three skilled staff. He had filled the form incorrectly. He had been mixed-up about employing three people, they had always employed one skilled fitter. He did not believe he had made a false statement.

Mrs Paine said they had three skilled staff, but had no documentary evidence to prove it. Her husband had said a mistake had been made as he was nervous.

Mr Whalley said a vehicle inspector had reported at the end of May that there were no skilled staff, only two part-time semi-skilled fitters. In October 1989, it was reported that there were no skilled staff, but that one of the partners' was semi-skilled.

He considered that when the application form was made out, the partners painted 'a glowing picture' to make sure there was no reason for the application to be questioned.

It was also clear that Mr Eccles had not operated as the transport manager. He had not taken any part in the management of the firm and had no responsibilities. He had not been the transport manager in law, though the application form said he was.

For the Paines, it was argued that at no time had they tried to conceal anything or deceive the commissioner.

Revoking the licence, Mr Whalley said the problems over a transport manager had gone on for far too long. He had been told that the Paines genuinely believed that Mr Eccles was their transport manager, but that seemed doubtful, as the evidence did not show that he had been carrying out his duties.

The Act provided for action to be taken if the holder of the licence made a statement which, whether to his knowledge or not, was false. The statement that Mr Eccles was the transport manager was false.

He was making no accusation that the Paines knew it to be false, although he was deeply suspicious.

Vehicle application dropped at inquiry

IRWELL Valley Motor Services Ltd - trading as Eccles Greys, of Worsley - withdrew its bid to increase the authorisation on its PSV operator's licence from 10 vehicles to 13, when it appeared at a Manchester public inquiry.

North Western traffic commissioner Mr Martin Albu was also considering taking disciplinary action against the licence because of the company's maintenance record.

Vehicle examiner's visit had the desired effect.

Its transport manager, Mr John Bence, said the application for the increase in vehicle authorisation had been made on the assumption that the company would have moved to larger premises. That, however, was not at present the case.

It did not have room at its present operating centre to keep a larger number of vehicles. The operating centre was to be re-developed in the near future, so there was not only a will to move, but also an amount of pressure.

DTp vehicle examiner Mr Graham Williams said he had carried out a maintenance investigation in July and August. There were 12 vehicles in possession, eight being fit for use.

He inspected eight vehicles, prohibiting five for a total of 13 immediate items and nine delayed items. In addition, defect notices were issued to seven vehicles.

The inspections were carried out by major dealers at six weekly intervals. He was told the company was not satisfied with Tom Garner, who maintained the Talbots, as the inspection sheets were not always completed.

There was a defect book in each vehicle and the inspection sheets were adequate, although there were some missing. However, receipts proved inspections had taken place. At the operating centre there was room to park 13 vehicles. He felt the vehicle condition was unsatisfactory because the inspection frequency was too high for the mileage and type of vehicles.

Mr Bence said the period between inspections had been reduced to four weeks, with older vehicles being inspected every three weeks. The internal cleaning had been revised and the defect reporting system improved. Drivers were now required to sign vehicles off each day. The wall chart now displayed information more clearly and in more detail.

The company had a self-employed fitter, who would eventually be employed by the company, in addition to the other maintenance programme. Audit inspections were to be carried out by the Freight Transport Association. The company now only had one maintenance contract, with Quicks, as it did not think that Tom Garner was geared up for PSV work.

Taking no action, Mr Albu said that things have been allowed to deteriorate, but the visit from the vehicle examiner had achieved the desired effect.

He warned that any further deterioration in standards would be taken very seriously, but as far as the additional vehicles were concerned, the company could come back when it had acquired new premises.

New business gets on the road

COACH driver Mr Brian Clements has been granted a new national licence to operate two vehicles so he can go into business on his own account.

Mr Clements, who proposes trading as Brian Clements Coaches, of Chorley, appeared at a Manchester public inquiry. He told North Western traffic commissioner Martin Albu he proposed acquiring two vehicles to carry out mainly private hire work.

He had put the majority of the money down to purchase the first vehicle and the rest would be financed on hire purchase. Maintenance was to be contracted out.

Licence bid is rejected

A BID for a new international licence by Mr Paul Hankin - trading as Swiftsure Coaches, of 161 Lynchford Road, Farnborough, Hants - has been refused by Eastern traffic commissioner Brigadier Michael Turner.

Mr Hankin had applied at an Eastbourne public inquiry for authority to operate eight vehicles from Lower Weybourne Lane, Farnham, Surrey.

Travel show can help you boost your business

IF you've been thinking about expanding your tour programme, you can get plenty of good ideas at next week's World Travel Market at Olympia.

The show encompasses every European country and virtually every destination say its organisers. In fact, you may need a full day to see round the massive four-day exhibition, on November 27 to 30.

Coaching is represented by not only British operators - National Express, Silver Coach Lines, Scottish Citylink, the Guild of British Coach Operators and Speedlink - but by American Coach Lines, BVB Berlincoming, and Peter Pan Bus Lines.

Ferry companies will be heavily represented, with P&O having built an ambitious stand in the shape of a ship's compass. The interior reflects P & O's new style within its Dover ferries, particularly its new club class seating area.

Sid Seagull flies the Dover flag

JORVIK creator John Sutherland designed the latest interactive heritage attraction, being launched at next week's World Travel Market at Olympia, London.

The White Cliffs Experience - costing £14 million - takes visitors through centuries of Dover's history from slave trade to wartime bombing raids.

Children will like the Time and Tide Show - a 'living cartoon' featuring Sid Seagull and Corporal Crabbe who relate the story of the port beneath the stage set of white cliffs.

Operators wanting a taste of the attraction ready for 1991 excursions should contact the White Cliffs Experience on 0304 214566 and speak to Paul Pinnock, or visit the WTM stand. The White Cliffs Experience opens in Spring.

Sid Seagull: telling the story of Dover.

Dockyard looking to build on its success

THE Historic Dockyard at Chatham is fast gaining a reputation as a top-quality attraction, having won the English Tourist Board Development Award, and shown the highest increase in visits out of many major English attractions.

With a stand at the World Travel Market, it is hoping to build on success which includes 40 percent growth between 1988 and 1989, and developments such as its Wooden Walls exhibition.

The Historic Dockyard is a genuine heritage attraction, with real antiquities shown. But it entertains, too, with a recreation of the dockyards and ship-building of the 18th Century - a 'living' museum.

The attraction has managed to bring in new business with close co-operation with tourist offices and operators. The initiatives continue at WTM with a new package to be announced.

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FREIGHT ROVER SHERPA, 1988, 16 moquette seats, radio cassette, annual August '91. **£11,250.**

FORD TRANSIT, petrol, 12 moquette seats, first registered 1983, annual 30.9.91, **£2,950**

FORD TRANSIT, tail-lift, 1986, petrol, 8-10 seats, 1 yrs MoT, tracking, quick release seats, immaculate, 30,000 miles, **£7,950**

MAZDA, 14 seater, first registered 1989, annual April 91, including tracking, very tidy. **£7,250**

FREIGHT ROVER 350, diesel, 18 moquette bus seats, high roof, soft trim. 1st reg 1/8/87. Annual June '91. **£9,450**

FREIGHT ROVER SHERPA, 16 + 5 standees, moquette bus seats, power door, diesel, tacho. 1st reg 1/10/86. Annual Jan '91. **£9,450**

SHERPA 350 DIESEL, 16 moquette seats, high roof, radio, tacho. 1st reg 1/1/86. Feb '91. **£8,450**

FORD TRANSIT, 16 seater diesel, O/D, high back moquette seats, tacho. 1st reg 1/11/84. Annual April '91. **£6,950**

LOTUS ESPRIT TURBO SE 1990, G Registered, red, red exterior, leather seats, radio cassette, alarm, 5,000 miles. **£35,500**

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FORD SCORPIO, immaculate, 1986, 1 year MoT, metallic grey, full body kit plus colour coding, fully balanced engine. **£6,950 ono**

FORD TRANSIT SWEET 16, 1.5Di diesel, 16 seater, white, red interior, 1986.

FORD XR3i, 1986, red exterior, grey interior, immaculate, very low mileage **£5,250**

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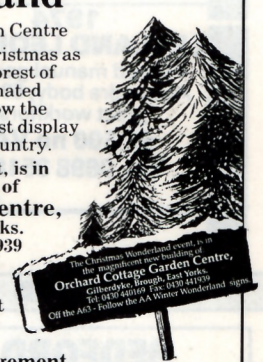
Signs Glberdyke.

Coach parties by special arrangement


The Christmas Wonderland event, is in the magnificent new building of
Orchard Cottage Garden Centre,
Gilberdyke, Brough, East Yorks.
Tel: 0430 440169 Fax: 0430 441939
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(14469/THE)

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Family run licensed hotel, 200 yards from the beach. 18 rooms, 16 en suite, all with satellite TV and tea-makers. Centrally heated. Good home cooking. Entertainment, parking. Early/late season. Coach driver free.

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Atherley Road, Shanklin.

This friendly family run hotel has 21 bedrooms all with colour televisions and tea/coffee making facilities. Choice of home cooked meals including full English breakfast. Conveniently situated for sandy beaches and shops.

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GRANTS HOTEL, HARROGATE

For morning coffee and biscuits. 3-course party lunches. Yorkshire high teas.

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NORTH PARADE SKEGNESS LINCS. PE25 2UB

0754 4177

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AVAILABLE FROM MARCH ONWARDS

One lingers with pleasure and leaves with regret.

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Under New Management

DUNDARACH HOTEL, PILTOCHRY

30 bedrooms en suite, totally refurbished, tea making facilities, telephones, colour TVs, centrally heated throughout, within walking distance of the Festival Theatre and town centre.

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Coach lunches welcome at both hotels

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where a warm welcome awaits you

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Private Hotel
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Dates available for 1991

April 27th – 11th May
June 1st – 8th June
June 29th – 27 July
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Avoid disappointment, book early

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1991

MARCH MADNESS!

5 nights full board £53.75, standard room, full board including VAT. (Minimum 40 people)

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1973, taxed and tested, recon engine & gearbox.
£2,500. Choice of 2
091-5263175
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Plaxton 3500, 50 recliners, double glazed, 6 speed ZF, tested until May '91.
£31,750 + VAT ono
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1983 A REG DAF MB200 DKFL Plaxton Paramount 3500
Blue/yellow int/ext, TV/video, coffee machine, toilet, aircraft lockers, double bunk, intercom, MoT August '91. Good condition.
£3,995 + VAT ono
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(15266/BB)

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Full exec, private plate, 49 seats, drivers bunk, TV/video, drinks machine, MoT 3 April '91.
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AUGUST 1988 F REG FORD TRANSIT 2.5DI
20 seats + 3 standees, power door, Eberspacher heater, MoT'd to August 1991. Very reliable, smart bus, which is being sold due to arrival of new vehicle – hence the price – first offer of £12,000 secures.
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X Reg 1982
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12 seater PSV, MoT Sep '91
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(15333/BB)

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1974 LEYLAND LEOPARD
4 speed manual gearbox, Alexandra body, 53 seats, great workhorse.
£3,500 no VAT
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No 1 IN THE INDUSTRY

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ALLCO PASSENGER VEHICLES
SPECIAL OFFER
One only AEC 760 Horizontals.
LEYLAND 680 Horizontal engine.
Both can be heard running
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AEC 505 ELITE EXECUTIVE, 1971, 26 seats, toilet, curtains, coffee machine, carpeted throughout, bar, immaculate, MoT'd, little used. **£7,500 + VAT. Tel. Mike Bedwell, (0491) 681672.**
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1986 'D' BEDFORD YMPS PLAXTON
41 seats, Eberspacher, MoT June 1991.
Choice of two.
£34,500 + VAT each
Tel. 081 759 2778
(14722/BE)

BEDFORD

1979 BEDFORD YMT PLAXTON SUPREME
53 seater, good condition, well maintained, very clean, tidy, presentable vehicle. Bristol dome, power door, radio/PA, recent new tyres.
£7,500 + VAT
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BEDFORD DUPLE, 1983. 53 seats, Express doors, ZF gearbox, neat clean vehicles, choice of two – one full year's MoT. **£13,950 ono + VAT. Tel. 0702 545555.**
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53 seats plus courier
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1984 Bedford YNT Plaxton, Paramount 3200, 51 recliners, radio, PA, power door, tested till April 1991, **£25,000 ono + VAT. Spencers Coaches. Tel. (0623) 860394 (Mansfield).**
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53 seater. Radio/PA/ Cassette. Limiter fitted, private plates, MoT to May 91.
£25,000 + VAT
Tel. Windsor 0753 860131
(15357/BE)

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(15265/BE)

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53 red moquette seats, power door, Bristol dome, MoT April 1991, radio.
£9,500 + VAT
Tel. 0734 713257 Berks
(15219/BE)

1981 'W' reg
BEDFORD YNT DOMINANT IV
New test, 53 seater, exterior blue and maroon, red moquette, radio, ZF gearbox.
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1985 BEDFORD YNT
Duple Laser II, 53 seater, radio, PA, power door, all white exterior.
£25,000 + VAT each
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IVORY COACHES
Huddersfield
(15379/FO)

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1974 Bristol RESL Gardner
150 engine, 4 speed semi auto gearbox, 46 seat, 21 standees **Choice of 5.**
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180 engine, 5 speed semi auto gearbox, PAS, 75 seat, 17 standees **Choice of 2.**
All vehicles have East Lancs single door bodywork, various lengths of MoT and are in regular full day service.
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Telephone: 0282 25244
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49 recliners, c/seat. Toilet, drinks machine, 2 TVs, video, d/bunk, Telma. A1 condition. Tested September 1991.
£62,000 ovno + VAT
Tel. 0268 540071
Essex (15372/DAF)

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1985 LAG PANORAMIC
49/53 exec.
1987 BOVA FUTURA
49/53 seat executive.
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High spec touring coach, 53 seats.
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53 seats, new MoT.
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49 + 24 standees, new MoT.
Unbeatable prices to sell without P/X, unrepeatable offer, phone now.
Tel. Derek Edwards (0252) 724718 or (0831) 244890
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1975 Bristol LHS, 35 seater, Duple, MoT 8.7.91, good all round condition. **£4,250 ono. Tel 0225 424157.** (15352/BR)

DAF/BOVA CALYPSO, 1984. Private plate, 53 seats, slight o/s body damage, good runner, full year's MoT. **£27,500 + VAT ONO. Tel. 0702 545555.** (15366/DAF)

DUE TO ARRIVAL OF NEW DAFS, WE HAVE THE FOLLOWING VEHICLES FOR SALE, ALL IN EXCELLENT CONDITION.

1988 (E) SB 3000 Van Hool, low driver, 53 recliners, toilet, etc, MoT 5.12.91..... ~~£81,000~~ **£79,000 + VAT**

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1982 (X) MB 230 Plaxton, 53 recliners, new engine, MoT 18.11.91..... ~~£25,000~~ **£23,000 + VAT**

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(15374/DAF)

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Jonckheere Bermuda P50
Full Executive
– Front end damaged –
(Bad) BUT repairable
For sale complete or as spares
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(after hours)
(14849/VO)

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53 seat coaches, one VAN HOOL -tested 23/2/91,
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£4,500 each ono & VAT
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53 seats, new engine, excellent condition. Tested March '91.
£7,500 + VAT ono
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(15289/FORD)

1984 (Private Plate) FORD QUEST PARAMOUNT 3200
Low seated driver, 53 reclining seats. MoT to mid Dec '90. 250 Cummins, excellent condition.
BEST EXAMPLE ABOUT
£22,000 ONO + VAT
for quick sale
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Duple Dominant IV's, double glazed, power door, long MoT. Choice of 3
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(15377/FO)

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RE-ADVERTISED DUE TO TIME-WASTER
1981 LEYLAND LEOPARD PLAXTON
12 metre, 50 rec, tinted side windows, Telma, Webasto, POD, taxed, MoT April 1991
£12,750 + VAT
Must Sell – Space needed
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(15207/LE)

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1976 LEYLAND LEOPARD DUPLE
47 recliners, semi-automatic, MoT to March 1991.
GREAT WORKHORSE.
£6,950 + VAT ono
Mountain Goat Holidays, Windermere
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(15235/LE)

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Superhigh Executive. Ticket to February '91.
£18,500 + VAT
for quick sale
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(15194/LE)

1982 X REG LEYLAND TIGER 218
Semi-auto gearbox, Plaxton Supreme VI Express, 57 seats, MoT Feb 1991, radio, PA, cassette, power door, blue and maroon, new double glazed side windows fitted, Bristol dome.
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Tel. 0734 713257
Berks
(15221/LE)

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48 seats to Rapide specification.
All with current MoT.s

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1983 Y REG

LEYLAND TIGER/ DOMINANT IV

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Choice of two available.

£22,000 each

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(14782/LE)

1982 LEYLAND LEOPARD, 12 metre, 53 seater, Dominant, reconditioned engine, relined brakes, MoT to Feb 1991, **£17,500 or reasonable offers. E. V. Wing & Son, Sleaford, Lincs. Tel. (0529) 302473.** (14841/LE)

1983 LEYLAND TIGER DUPLE DOMINANT III GOLDLINER

46 recliners and toilet, MoT until March 1991.

For details contact

Mr K Perrett TIE

Tel. 0592 265520

(15179/LE)

1985 'B' reg

LEYLAND TIGER 245 DUPLE CARIBBEAN II

53 seater, semi automatic gearbox, tested to June 1991

£47,500 + VAT

Tel: 0889 590948

(15342/LE)

MAN VW

MAN SR2 80, 49 reclining seats, toilet, hot drinks machine, MoT April 1991. **£18,000 + VAT. Tel. 0702 219403, BJS Travel Essex.** (14781/MAN)

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1983 VAN HOOL ACRON, 49 seater, executive, usual extras, good condition. **£39,500 + VAT. Tel: 0665 720907.** (15167/VH)

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Cummins 280bhp turbo. 13-17 mpg. 49/53 rec, demountable toilet, d/glazing, hot drinks, fridge, Telma, d/bunk, TV/video, polished alloy wheels, one driver and only 120,000 miles. Private hire work only. Re-advertised due to time wasters and dreamers. Must sell, new vehicle arriving December 1st.

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1985 VOLVO B10M PLAXTON, 53 r/seats in red, exterior two tone blue, radio, PA, Webasto heating ..... **£48,500 + VAT**

1983 VOLVO B10M VAN HOOL, 48/53 r/seats with toilet and video, drinks machine, exterior two tone blue, interior brown **£45,750 + VAT**

1982 VOLVO B10M PLAXTON, 51 r/seats, exterior two tone blue, interior red, radio & PA ..... **£26,500 + VAT**

All above coaches in very good condition

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(14826/VO)

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For sale due to new fleet replacement for 1991 season.

VOLVO B10M, Telma, 1988 'E' reg Plaxton 3500 low driver, GT 4 star specification, 57 reclining seats (49 now fitted), TV/video/stereo, demountable sunken centre toilet, Webasto heating, telephone system, Klix drinks machine, fridge, aircraft lockers, all rubber floor and carpet, special large through luggage lockers and side flaps, airport lights, double glazed, full draw curtains and sunblinds, driver's bunk, only ..... **£75,000 + VAT**

VOLVO B10MT, Telma, Plaxton 4000 RS, 4-star specification, 67 reclining seats plus 2 courier seats on crew deck and driver's bunk, double glazed, fridge, Klix drinks machine, 5 TV/video screens, telephone system, built for silent running, 3 sliding roofs, airport lights, very large luggage lockers ..... **1988 – £87,500 + VAT**

All the above coaches have long MoTs and have been maintained regardless of cost in immaculate condition throughout. Full service history available.

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Tel: 021-554 5232 Contact: Geoff Flight

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B58 Duple Dominant (53), NEW MOT, NEW TYRES, PA system, good condition.

£15,950 + VAT

Supreme Travel

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(15337/VO)

1980 VOLVO B58 DOMINANT. 55 seater, curtains, radio, PA, recently repannelled, very good overall condition, MoT April 1991. Maintained to our usual standard. All records available. This vehicle is excellent value. **£21,000 ono. Tel Saffords Coaches, Sandy 07677 395/7923.** (15376/VO)

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57 recliners, h/c drinks, toilet, TV/video, carpet, theatre type seating, taxed, MoT 3/91

£42,000 + VAT

or sensible offer. **Good** 53 seater taken in **part exchange.**

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1980, 53 'E' type seats, re-trimmed, private plates, MoT till Sept 91.
£20,500 + VAT ono

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1981, 57 seater, re-trimmed, private plates, air overleaf, power door. MoT till Aug 91.
£22,750 + VAT ono

EAVESWAY MOTOR COACHES LTD

Tel. Ashton-in-Makerfield

(0942) 727985

(15253/VO)

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1983 VOLVO B10M Plaxton 3200, 53 seats, MoT April '91, power door, radio, PA, re-panelled and re-painted in brilliant white, lovely condition **£35,000**

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TEL: 0698 53845/861790

(33156/VO)

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44 seats, toilet, servery, fridge, TV, stereo, & courier seat.

£24,500 & VAT

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(15217/VO)

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53 seater, taxed, tested June '91, repanelled, seats recovered. **Excellent condition throughout.**

£19,000 ono

Well worth a trip to see it!

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(15241/VO)

1979 (V) VOLVO B58 DUPLE DOMINAT II

6 speed ZF, 53 seats, power door, radio, PA, tinted window, full side lockers, ESP heater, taxed, MoT August '91.

£13,250 + VAT ono

Tel. Elite Service 061-480 0617 anytime

Re-advertised due to time waster (14734/VO)

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VOLVO B10M, X REG, PLAXTON MK4

53 E-type seats, just trimmed, POD, tinted side windows, MoT Oct 1991, outstanding motor from a good home.

£26,250 + VAT

Tel. 061-477 3325

(15208/VO)

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LEFT HAND DRIVE BUSES
VOLVO B59 – VOLVO B58
VOLVO B58 ARTICULATED

Large qty available, all in good serviceable condition, all can be converted to right hand drive

All can be supplied as "chassis" only to suit rebodying

All can be supplied "as is" or "rebuilt" or "fully reconditioned" with "new vehicle" warranty

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Prices reduced!

BRISTOL VRT/SL3 DOUBLE DECKS 1974-1981

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FROM £1,900

Available at Stoke & Birkenhead.

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PMT

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1984 SETRA DOUBLE DECKER FOR SALE

74 seater, toilet, TV video, in excellent condition.

Tel. 010353 5631189 Ireland

(15216/SETRA)

SETRA

KÄSSBOHRER QUALITY SELECTION

Our new secondhand coaches are prepared, as only we know how, to give you the utmost satisfaction. Savour the flavour of the following samples then call us to chat about how we can best suit your tastes.

TAKE YOUR PICK

1983 **S 215 H** V8, ZF, VR, F/A, W/T, P/B, T/W, 49S(c), K, C/L, T/V, R/P, E/V, C/B, P/D/F, private plate — warranty available

1983 **S 215 HD** V8, ZF, VR, F/A, D/B, T/W, K, S/R, 49S(c), C/B, T/V, R/P, S/F seats, E/V, L/L, C/L, P/D/F, W/T, warranty available

1988 **S 215 HD** V8, ... A, ABS, D/B, S/F kitchen, 49S(c), T/W, C/B, C/L, L/L, W/T, F... anty available SOLD

1989 **S 215 HRI** Choice of 4 — V8, ZF, VR, F/A, ABS, D/B, 49/53S(c), T/W(d), C/B, C/L, L/L, P/D/F, T/V, R/PA, warranty available

1984 **S228 DT** V8LA, ZF, VR, ABS, ... W, K, P/D/F, T/V, R/P, C/L, warranty available UNDER OFFER

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New Vehicles: Due to exceptional demand, the Kässbohrer group has sold its total production for 1991. **Demand** already exceeds production by 370 units. So, there will be many disappointed operators worldwide. A limited number of S 215 HD (Tornados) and S 215 HR Rationals is available for early delivery.

Discerning operators should order now to ensure getting the vehicles they want.

Check out the details today with Kässbohrer UK — the dealer who will definitely be here tomorrow.

Glossary

V8 — Mercedes Engine (LA — Turbo Intercooling)
ZF — ZF Gear Box
VR — Voith Retarder
F/A — Full Air Suspension, Independent Front
W/T — Webasto/Timer
D/B — Disc Brakes Front
T/W — Water Toilet (D — Demountable)
T/V — TV/Video In Coach Entertainment
R/P — Radio/PA
L/L — Lift and Lower Device
ABS — Anti Brake Skid System
S(c) — Seats — Recliners including Courier
S/R — Driver's Sleeping Room
C/L — Central Locking
P/D/F — Power Door Front
C/D — Continental Door
S/F — Special Fitments — can include Kitchen, Microwave, Hot Cupboard, Sinks, etc.
Seats — can include Tables, Footrests, etc.
K — Kitchen — Sink, Sausage Boiler, Hot Water Boiler
E/V — Electronic Ventilation
C/B — Cool Box/Fridge
H — Lower Deck
HD — High Deck
DT — Double Deck

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MINIBUSES

1986 C REG MERCEDES 608

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SD, 52 seats.
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(15358/UN)

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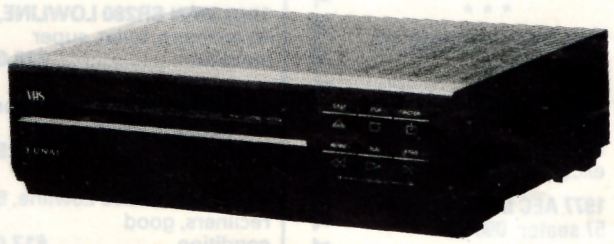

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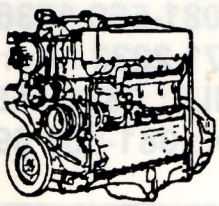

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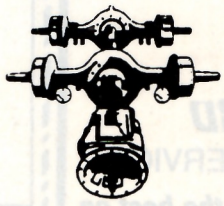

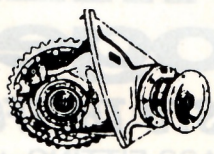

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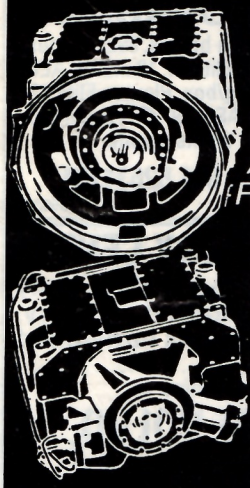

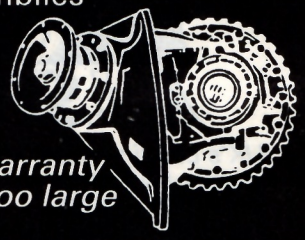

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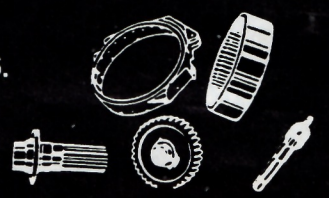
Free nationwide delivery service, no quote too small or too large

Please contact either:

Mike Wetherill or Howard Holt Northern Depot,
Sheaf Street, Crown Point Road, Leeds LS10 1HD.
Tel: 0532 340200. Fax: 0532 340164. Telex: 895 4146.

Danny Parman, Southern Depot, 1 Butcher Row,
London E1. Tel: 071 790 1733. Fax: 071 790 8053.
Telex: 895 4146.



(12354 VE)

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ALAN BULLOCK - BULLOCKS COACHES

JONCKHEERE
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WEBASTO THETFORD

★ PARTS ★ GLASS FITTING ★ SERVICE

You've tried the rest – Now contact the best on

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London Buslines Engineering

Special breakdown vehicle available

24-HOURS EMERGENCY RECOVERY

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FAX: **081-568 6925**

(15238/ES)

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for all your 'on the spot' exterior steam cleaning throughout the South.

FOR AUTUMN OFFER

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Tel: (0202) 735933

HYDROSTEAM

(15268)

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Large stocks available at unbeatable prices

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49 SLEEPER SEATS for sale, very little use, good condition. **£500. Tel. (0462) 814695 or (0860) 860709.** (15270/SE)

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Courier seats £240 + VAT

also

Minibus seats

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Sell it *fast* with *Coachmart* NOW!
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TENDERS

ESSEX COUNTY COUNCIL

RESULTS OF TENDERS FOR LOCAL BUS SERVICES

As required by the Transport Act 1985 the results of tenders that were submitted to the Public Transport Sub-Committee on 16 October 1990 are now available in main Essex County Council libraries.

Copies may also be obtained by sending a stamped addressed envelope (9"x6") to Public Transport Branch, Essex County Council, County Hall, Chelmsford, Essex CM1 1LF

R W Adcock
Chief Executive and Clerk

30 October 1990

(14772/TE)

WORK AVAILABLE

COACH EUROPE

COACH OPERATORS REQUIRED

Coach Europe the U.K.'s leading Holiday Express Coach Operator is looking for operators who can provide double/single decker vehicles and crew for our Winter and Summer activities including Airport transfer, School and Group movements together with our Mediterranean Shuttle Services.

We expect high standards and levels of commitment to quality within the operation and priority will be given to those operators who can meet these standards.

For further information, please write in first instance to:

ALAN BIRCH
Coach Manager Operations
Coach Europe, The Garage,
Station Road, Ratby,
Leicestershire

(15278/WA)

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FOR VALUE & QUALITY UNIFORMS

★ Large or small contracts ★ Larger selection of colours and materials for that individual look ★ Stock service available ★ 1989 brochure out soon ★ Competitive prices

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Fax: 071-791 0710
Bus and Coach Uniform Specialist

(8947/UF)

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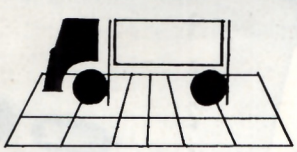

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LYMPNE, HYTHE, KENT CT21 4NX

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(15384/CS)

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HIGHLY PROFITABLE

Mini-coach business for sale in Eastern Scotland, within large catchment area. High quality, modern rolling stock, consistently high profit margins (detailed accounts available), excellent work profile and customer base, capable of further expansion. **RETIREMENT SALE.** Apply to:

Box No.14706, Coachmart, Wentworth House, Wentworth Street, Peterborough, Cambs PE1 1DS (14706/BS)

IDEAL OPPORTUNITY FOR STARTING YOUR OWN BUSINESS FOR SALE

COACH – with some work. Full use of operator's licence. London area.

Box No. 15344, Coachmart, Wentworth House, Wentworth Street, Peterborough PE1 1DS (15344/BFS)

LONG ESTABLISHED MID NORTHUMBRIA coach business for sale. Variety of work including contracts and private hire. **Box no 15255 Coachmart, Wentworth House, Wentworth Street, Peterborough, Cambs PE1 1DS.** (15255/BFS)

THREE EASY STEPS TO SUCCESSFULLY SELLING YOUR VEHICLES...

STEP ONE – Call 0733 898111 and place your advertisement

STEP TWO – Your advertisement is seen by 5,000 potential buyers!

STEP THREE – Successful Sale!

FOR VALUE, RESPONSE AND SERVICE

Lines open 9.00am – 5.30pm Monday-Friday

COACH MART

COACH INSURANCE

Wrightsure Insurance Services

We have over 20 years' experience of arranging insurance packages for coach operators

★★★★★★★★★

Cover arranged for single vehicles and fleet operators

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Continental Extensions arranged on a daily or annual basis

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NEW VENTURES ESPECIALLY WELCOME

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Exclusive facilities also available for Loss of Use cover

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Drivers' medical/repatriation expenses

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★★★★

Legal expenses including recovery of policy excess, loss of use claims, motoring prosecution defence, drivers' hours, construction and use regulations

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INSTALMENT FACILITIES AVAILABLE

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Please contact:

THE WRIGHTSURE INSURANCE GROUP

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27 Booker Avenue, Liverpool L18 4QY
Tel: 051-724 2266. Fax: 051-724 6427

Southern Office
62 Maidstone Road, Grays, Essex RM17 6NF
Tel: 0375 378371. Fax: 0375 390087

Scottish Office
1425 Dumbarton Road, Glasgow G14 9XS
Tel: 041-950 1788. Fax: 041-950 1787

BUS & COACH COUNCIL Associate Member

(14444/CI)

COACH INSURANCE

Fleet and single vehicle operators, Continental extensions

CONTACT:

LAWRIE INSURANCE CONSULTANTS LTD,
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Footscray High Street,
Sidcup,
Kent DA14 5HL
Tel: 081 302 7521 7522

(33314/CI/66)

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Contact the EXPERTS for quotations on all types of vehicles, ie cars, coaches and minibuses.

Competitive premiums with no hidden extras.

UK and continental extensions available for fleet and single operators.

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Our friendly staff await your calls.

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Tel. 081 300 7720

(15233 C1)

SELL YOUR VEHICLE FAST IN COACHMART!

The no.1 for bus & coach sales!

3 WAYS TO SELL IT FAST

1. STANDARD POSITION

Is like this!

FORD

1982 R1114 DUPLE MK IV, curtains, side lockers, Telma, twin tanks, radio, pa, cassette, double glazed, very good condition, MOT April 1991 £14,000 Tel: 0733 898111

SELL YOUR VEHICLE FOR ONLY 50p PER WORD!

FROM £12.50 + VAT

Minimum 25 words
Tel: 0733 898111

2. BARGAIN BUS

BARGAIN BUS

BEDFORD 466 Plaxton body, MOT and taxed reduced for quick sale. £4,000

Is like this!

MAKE YOUR VEHICLE A BARGAIN BUY!
ONLY £25.00 +VAT (Maximum
TEL: 0733 898111 25 words)

3. PICTURE COACH

Is like this!

DISPLAY YOUR VEHICLE PLUS UP TO 30 WORDS!
ONLY £55.00 + VAT
Tel. 0733 898111

THE BETTER YOU TELL IT - THE FASTER YOU CAN SELL IT!

1. Choose your advertisement style (please tick)

A STANDARD POSITION minimum 25 words [ ] x 50p = £ [ ] No of words + VAT	B BARGAIN BUS [ ] x £25 = £ [ ] No of weeks + VAT	C PICTURE COACH [ ] x £55 = £ [ ] No of weeks + VAT	D BOX NUMBER [ ] x £8 = £ [ ] No of weeks + VAT

2. What is the best classification for your advertisement? _____

3. ▼ Start your advertisement here - one word per box - minimum 25 words - PLEASE WRITE CLEARLY IN BLOCK CAPITALS

4.
Your Name
Company Name
Address

Postcode Tel:

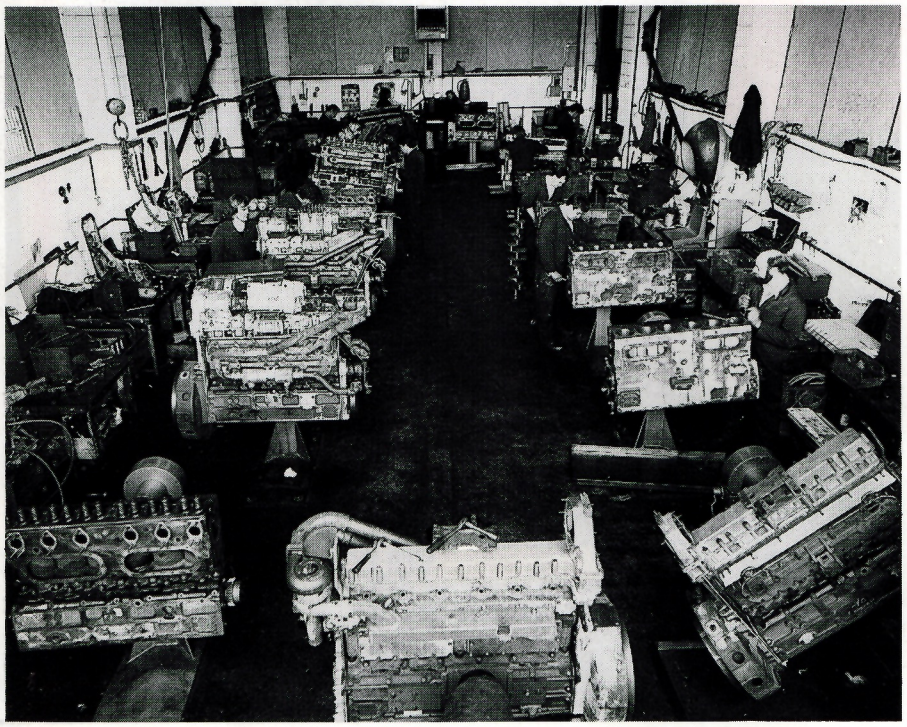
5. I enclose a cheque/postal order for £_____
Payable to Coachmart, or please debit my Acces/Visa card
No. ☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐

Send to: Coachmart Classified, Wentworth House, Wentworth Street, Peterborough PE1 1DS

OR TEL: 0733 898111

Redbridge

ENGINES
TRANSMISSIONS
REAR AXLES



WAKEFIELD ENGINE PRODUCTION FACILITY

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0924 369946
WEST YORKSHIRE

SOUTHERN AREA
081-561 7566
HEATHROW

QUALITY PREVIOUSLY OWNED VEHICLES FOR VIEWING AT WELLINGBOROUGH

1984 VOLVO B10M GALAXY, 49 reclining seats, radio, PA, tape, monitor, video system, curtains, tinted double glazing, power door, continental door and step, toilet, water boiler, courier seat, driver's bunk, full soft trim.

1988 DAF SB2305 DHS CAETANO ALGARVE, 49/53 demountable toilet, 2 x TV, video, hot water boiler, courier seat, driver's bunk, carpets and curtains.

1988 VOLVO B10M CAETANO ALGARVE, 49/53 seats, centre toilet, tv & video, courier seat, double glazing and curtains.

1986 SETRA 215HD, 49 recliners, centre sunken toilet, Cont steps, powered Cont door, wired for water boiler, video equipment, fridge, radio PA & tape, carpet to saloon, centre aisle, curtains to side windows, finished in white with the usual 'Setra' extras.

1984 MERCEDES V8 NEOPLAN CLUBLINER, 59 seater, radio, PA, tape, 2 TV & video, 2 tables, curtains, blinds, tinted glass, Webasto, power door, Cont door, toilet, water heater, courier seat, coffee machine, kitchen, side lockers and soft trim. New MoT

1984 BOVA EUROPA MARK 3, 49 recliners, ZF reconditioned gearbox, new clutch, 265 bhp, toilet, TV/video equipment, Webasto, Nomad drinks machine, carpets, curtains, courier seat, radio/PA & tape and plug door, repainted in white.

1983 LEYLAND TIGER 245 Plaxton 3500, 48 recliners, semi-automatic gearbox, Eberspacher heater, radio/PA & tape, TV & video, carpets, curtains, tinted glass, power door, Cont door, toilet, water heater and soft trim.

1982 NEOPLAN CITYLINER MERCEDES V8, 49 seater, TV and video, coffee machine, driver's bunk, centre sunken toilet, curtains, new MoT.

1982 DAF PLAXTON SUPREME V, 47 seater, radio, PA, tape, TV/video, tinted glass, power door, toilet, water heater, courier seat, coffee machine and side lockers.

1981 VOLVO B58 DUPLE DOMINANT II, 53 seats, new MoT.

1980 DAF MB200 DKTL PLAXTON SUPREME IV, 57 reclining seats, radio, PA and tape system.

1977 LEYLAND LEOPARD, PLAXTON SUPREME, 53 seats, radio, semi auto.

LAG BUS
L·I·M·I·T·E·D

DURING OFFICE HOURS CONTACT: (0933) 440221
AFTER HOURS AND WEEKENDS CONTACT:

Malcolm J. Watkins **(0568) 84637** or **(0836) 349938,** Western Area, UK.
John Dover **(084421) 7994** or **(0836) 280951,** London & Eastern Area, UK.

VAUX ROAD, FINEDON ROAD INDUSTRIAL ESTATE, WELLINGBOROUGH, NORTHANTS NN8 4TG.

Hughes DAF

PLAXTON COACH & BUS
IKARUS
VANHOOL
Duple International
OPTARE BUS MANUFACTURER

HIGH QUALITY LOW MILEAGE COACHES FROM OUR HIRE FLEET

1990	G	SB3000DKV	VAN HOOL ALIZEE DH	51R+TOILET
1990	G	MB230LT	VAN HOOL ALIZEE SH	53R+TOILET
1990	G	SB2305DHS	VAN HOOL ALIZEE DH	51R+TOILET
1990	G	MB230LB	PLAXTON 3500***	53R
1989	F	SB3000DKV	VAN HOOL ALIZEE DH	51R+TOILET
1989	F	MB230LT	PLAXTON 3500**	53R
1989	F	MB230LB	PLAXTON 3500**	53R
1989	F	MB230LB	PLAXTON 3500**	51R+TOILET
1988	E	SB3000DKV	VAN HOOL ALIZEE SH	49R+TOILET
1988	E	SB3000DKV	VAN HOOL ALIZEE DH	51R+TOILET
1988	E	SB2305DHS	VAN HOOL ALIZEE DH	51R+TOILET
1988	E	SB2305DHS	DUPLE 340SL	57R
1988	E	SB2305DHTD	DUPLE 320SL	57R
1988	E	MB230LT	VAN HOOL ALIZEE SH	53R+TOILET
1988	E	MB230LB	VAN HOOL ALIZEE SH	53R+TOILET
1988	E	MB230LB	VAN HOOL ALIZEE H	51R+TOILET
1988	F	MB230LB	PLAXTON 3500**	51R+TOILET
1988	E	MB230LB	PLAXTON 3500**	53R
1987	D	MB230DKVL	VAN HOOL ALIZEE SH	53R+TOILET
1987	D	MB230DKFL	VAN HOOL ALIZEE H	55R
1987	D	MB230DKFL	VAN HOOL ALIZEE H	51R+TOILET
1987	E	MB230DKFL	PLAXTON 3500	55R
1987	D	SB2305DHTD	PLAXTON 3200	57

QUALITY USED COACHES

DAF

1986	D	SB2305DHTD	PLAXTON 3200 LOW DRIVER	55E
1986	C	MB230DKVL	DUPLE 340 SLX	52R+TOILET
1986	C	MB200DKVL	CARIBBEAN II	53R
1985	B	MB200DKFL	LASER II	53R
1984	A	MB200DKFL	VAN HOOL ALIZEE H	48R+TOILET
1983	A	MB200DKTL	MOSELEY ALPHA	53R
1983	Y	MB200DKFL	VAN HOOL H	48R+TOILET
1983	Y	MB200DKTL	ALPHA	53R
1981	W	MB200DKTL	PLAXTON SUPREME IV	53R

BOVA

1982	Y	BOVA	EUROPA	49R+TOILET

VOLVO

1989	F	VOLVO B10M JONCKHEERE DEAUVILLE		49R+TOILET +AIR CONDITIONING
1987	D	VOLVO B10M PLAXTON 3500		51R+TOILET
1983		VOLVO B10M PLAXTON 3500 (EX, LIVERPOOL TEAM COACH)		36R

BRISTOL

1978	S	BRISTOL LHS	PLAXTON SUPREME	35

BEDFORD

1981	W	BEDFORD YNT	DUPLE DOMINANT III	53
1981	W	BEDFORD YMT	DUPLE DOMINANT	53
1980	V	BEDFORD PJK	PLAXTON SUPREME	29
1977	R	BEDFORD YMT	PLAXTON SUPREME	53
1977	S	BEDFORD YLQ	DUPLE DOMINANT II	45

LEYLAND

1984	A	LEYLAND TIGER	245 LAG GALAXY	49R+TOILET
1981	W	LEYLAND LEOPARD	PLAXTON SUPREME	53R
1978	S	LEYLAND LEOPARD	DUPLE DOMINANT II	53

Hughes DAF HIRE

SHORT OF VEHICLES FOR PEAK PERIODS?

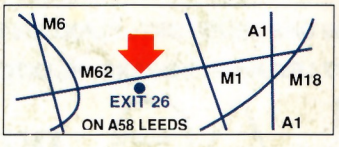
WHY NOT HIRE COACHES LIKE THIS BY THE DAY, WEEK, MONTH OR YEAR?

- UNDER YOUR CONTROL
- WITH YOUR DRIVERS
- WITH YOUR QUALITY OF SERVICE

Hughes DAF

VISIT OUR SHOWROOM

Lodge Garage, Whitehall Road West, Cleckheaton, West Yorkshire, BD19 4BJ.



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PLAXTON Duple PARTS & SERVICE | IKARUS PARTS & SERVICE | DAF PARTS & SERVICE | VANHOOL PARTS & SERVICE | OPTARE BUS MANUFACTURER PARTS & SERVICE